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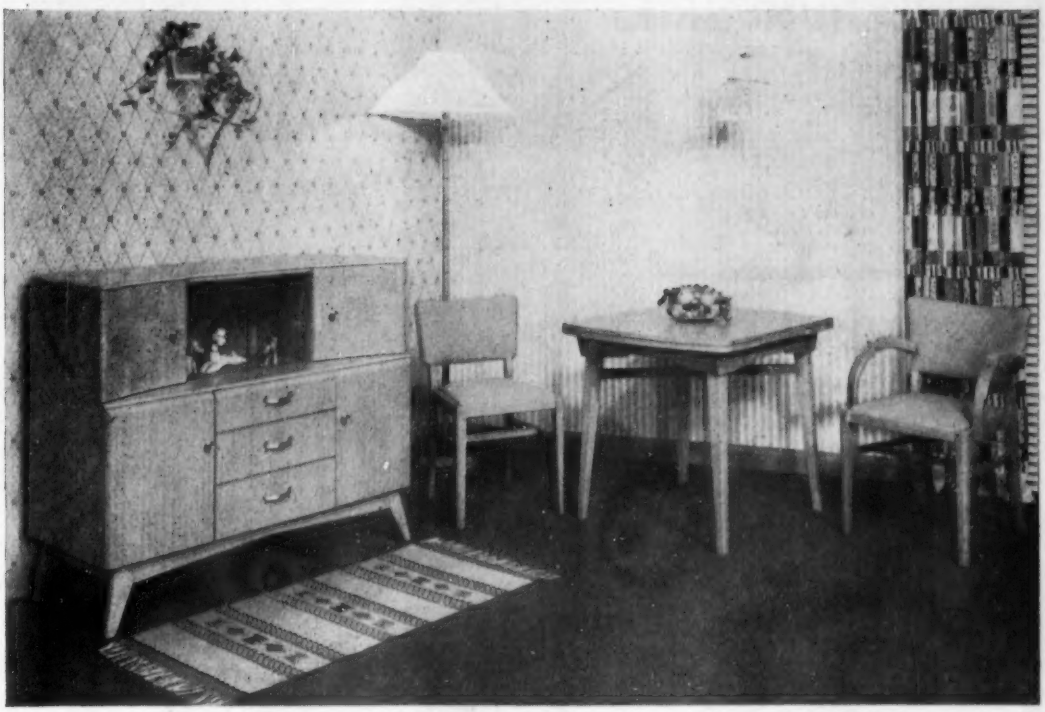

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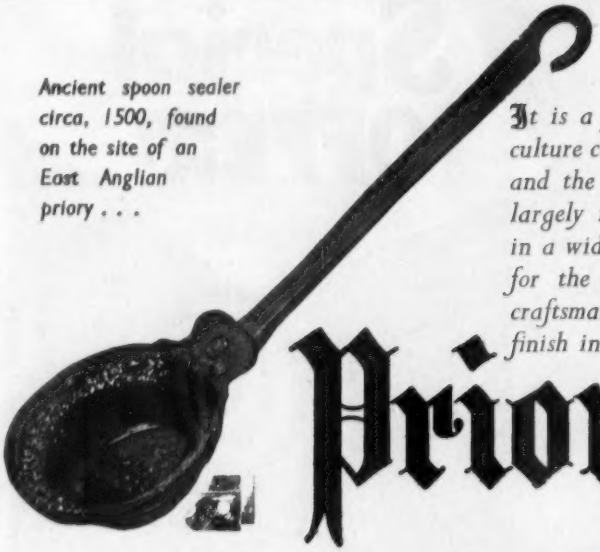

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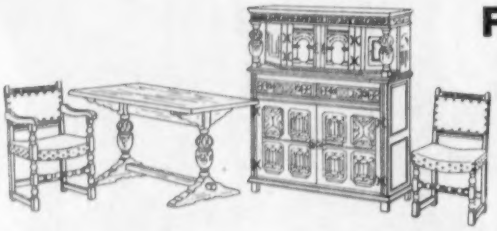

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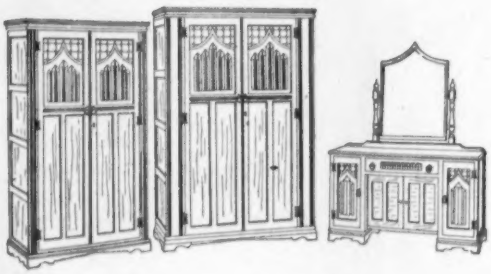

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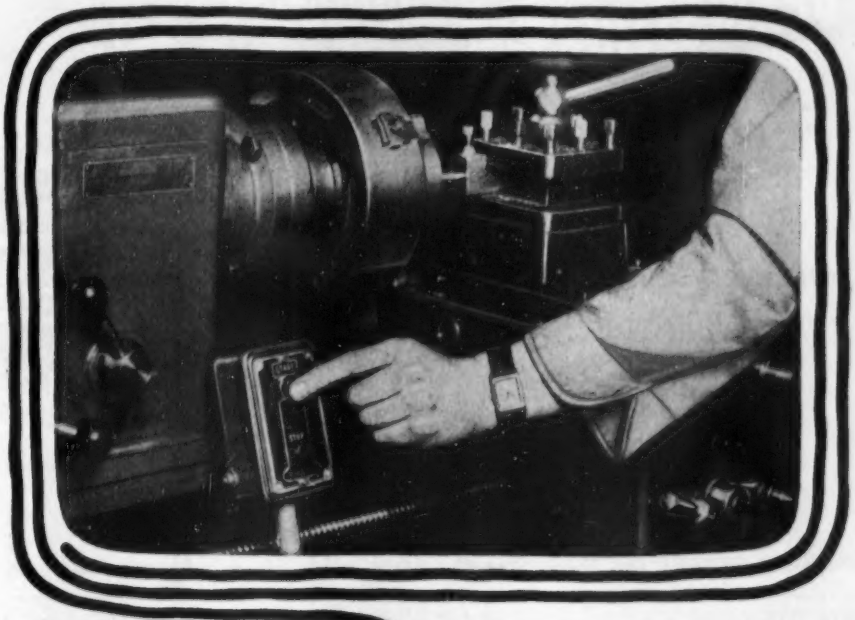

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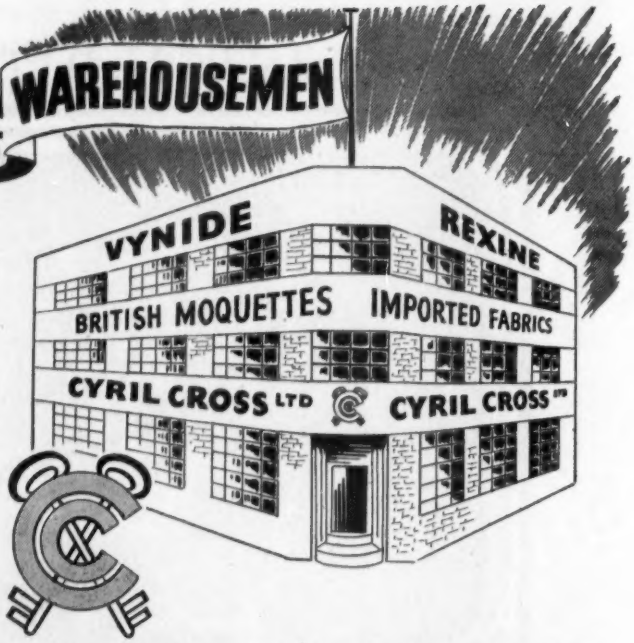

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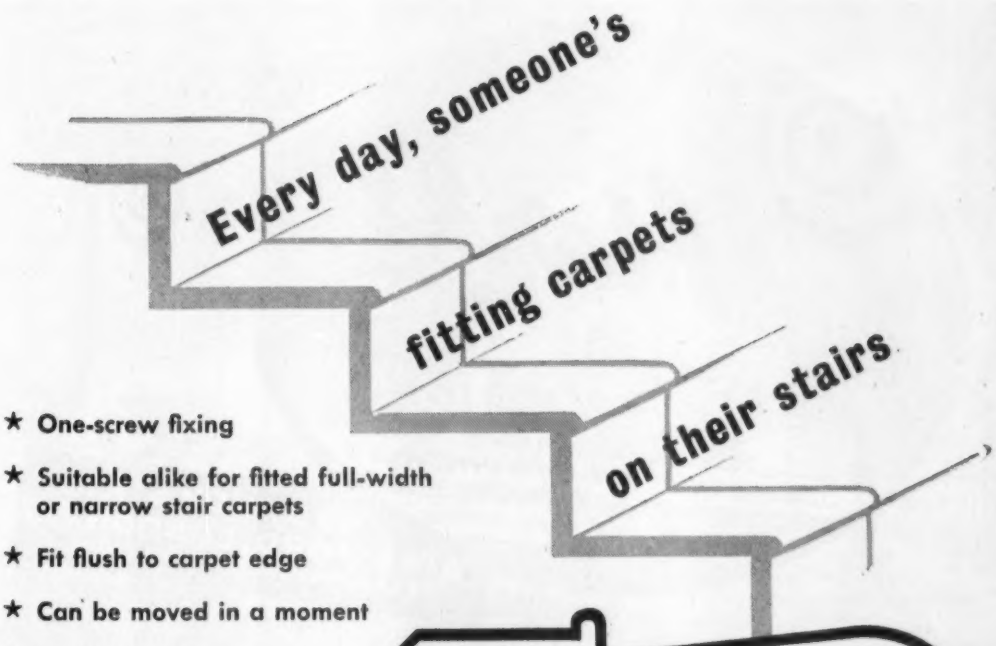

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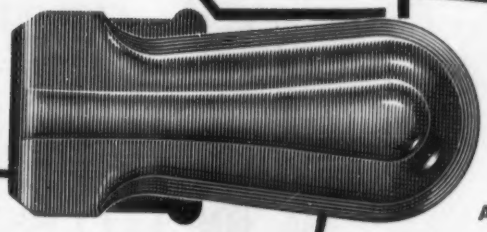

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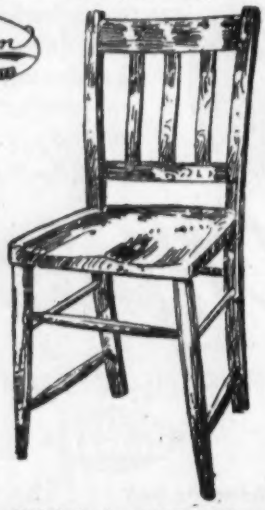

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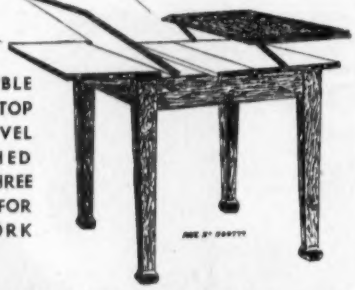
1 *The DUAL PURPOSE* **TABLE with 4 POSITION TOP**

2

3



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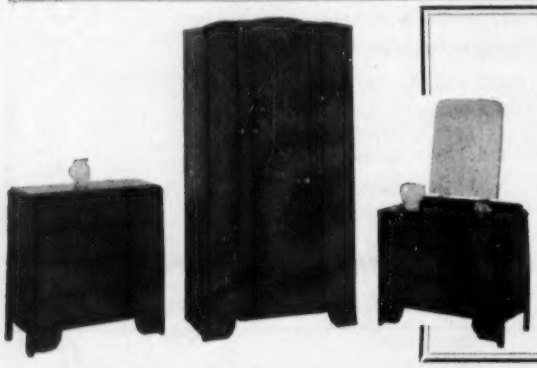

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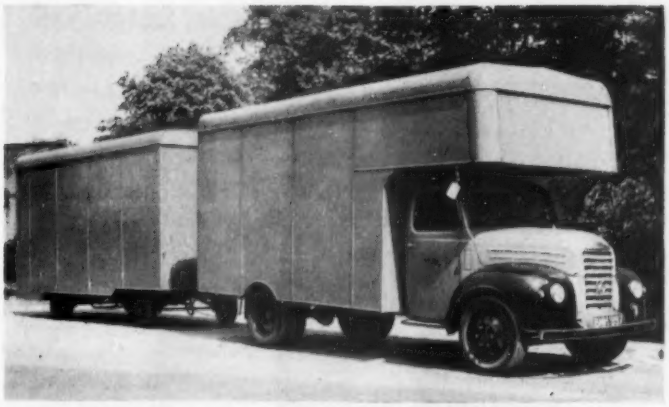

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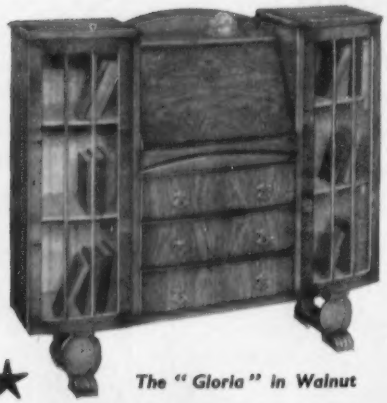

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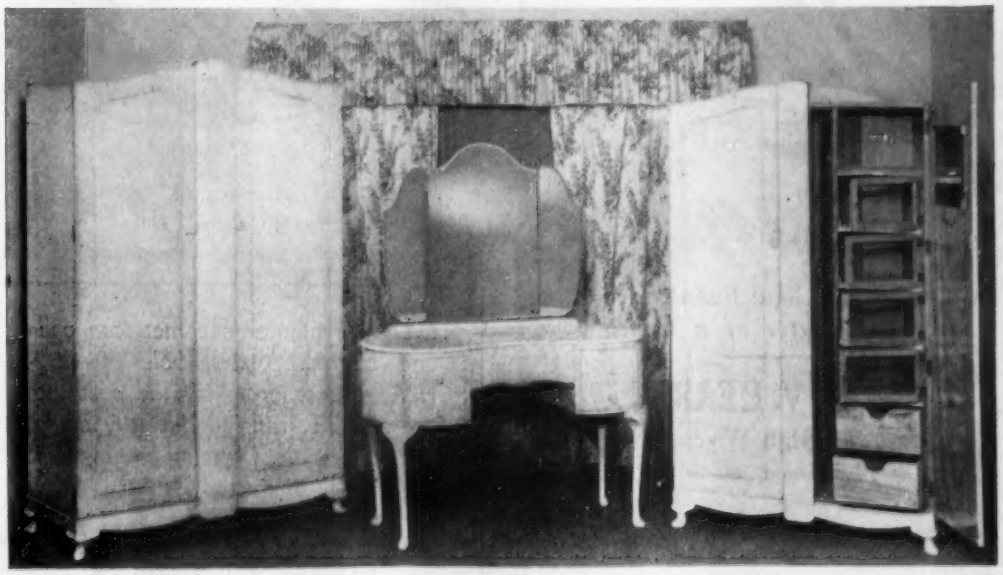

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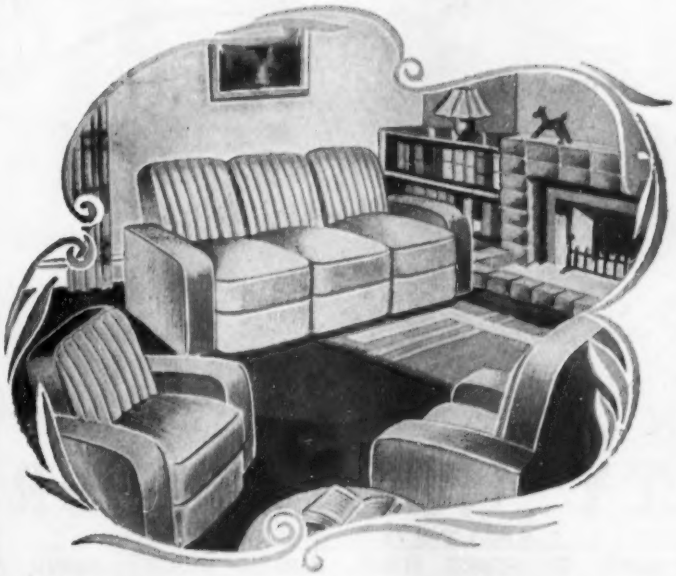

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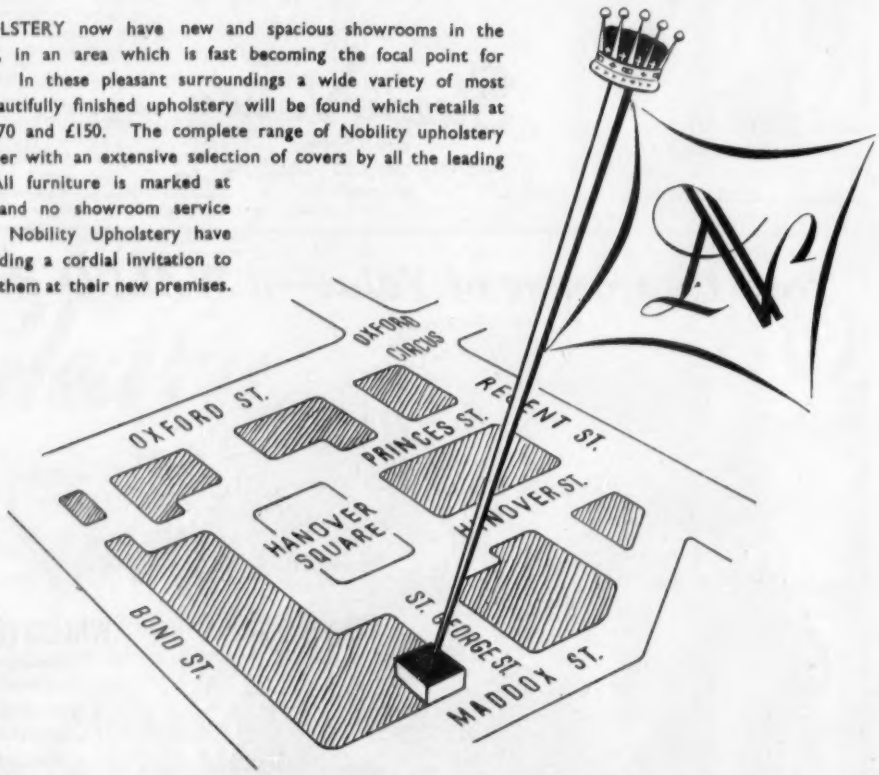

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Vol. XXXVII. No. 702 JULY 9, 1954

Furnishing World

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Fine For Misleading Pillow Label Is Important Magistrate's Ruling In—

First Furnishing Case Under New Marks Act

Sampling Method Unsatisfactory—*Defence*

STATED to be one of the first prosecutions of its kind under the Merchandise Act, Downland Bedding Co., Ltd., of Kirkby Trading Estate, Kirkby, Lancs, and Bear Gardens, Bermondsey, were fined £20 with 40 guineas costs at Tower Bridge Magistrate's Court last week, for applying a false description—"down pillow"—to one of their "Curlew" brand pillows.

A further summons for selling the pillow to Selfridges, Ltd., London, W, was not separately dealt with.

At the outset of the hearing the company pleaded not guilty to both summonses, but after the Magistrate, Miss Sybil Campbell, had ruled that the method of sampling the content of a pillow was fair, and there was a *prima facie* case for the company to answer, Mr. Glynn Blackledge, Q.C., defending, changed the plea to "Guilty."

Mr. Neville Faulks, prosecuting for the Board of Trade, said Mr. Greenhill, sales manager of Selfridge's bedding department, received a consignment of Downland "Curlew" pillows on March 26 this year, which were described on an invoice as "down pillows."

In these pillows there was a large percentage of feathers. He explained that "down" had been defined by the British Standards Institution as the undercovering of water fowl. It was considered to be "down" providing there was 85 per cent "down" and 15 per cent feathers of "a fine, small light and fluffy nature."

Inspector Bought One Pillow

Mr. Faulks said an inspector from the Board of Trade went to Selfridges and bought a "Curlew" pillow which was sent to the Government laboratory for analysis. Instead of having 85 per cent "down" the pillow contained 65 decimal 8 per cent "down," 16 decimal 6 per cent feathers, and 17 decimal 6 per cent chopped feathers. It was not "down" under any description of the British Standards Institution and the point was whether the pillow should not have been described as "feathers and down."

The Act said that any person who applied a false trade description to an article committed an offence, and the prosecution submitted that the content of the pillow was at least misleading if it was not false.

Kenneth Bertram Greenhill, sales manager of Selfridges' bedding department, told the court that in April last an investigating officer of the Board of Trade bought one of the consignment of Downland "Curlew" pillows, for which Selfridges paid the company 30 shillings each. They were bought as "down" pillows. The labels had been removed from the remainder of the pillows and they had been sold, but not as "down" pillows.

He agreed with Mr. Blackledge that the pillow was one of a consignment of 24.

Asked by the magistrate about the retail prices of "down" pillows, Mr. Greenhill replied that the one in question was 49s. 6d. Others were priced at 59s. 6d. and 39s. 6d. He added that the 39s. 6d. pillows were in process of being analysed.

Sent To Laboratory

Edgar Henry Bryant, an investigating officer of the Board of Trade, described how he went to Selfridges bedding department on April 28, bought a "Curlew" pillow for 49s. 6d. and then took it to the Government laboratory. He produced in court this pillow and a specimen "Curlew" pillow supplied by Mr. John Davis, the company's London manager,

(*continued over page*)

F.D.C. REPORT

The fifth annual report of the Furniture Development Council was issued this week. It is dealt with in "Viewpoint," on page 34.

National Awards For Technical Students?

In the House of Commons last week Sir L. Ropner asked the Minister of Education whether it is proposed to set up a national award-making body for technological education for the purpose of instituting an award which will be nationally and internationally recognised.

Miss Horsbrugh, in reply, said: The National Advisory Council on Education for Industry and Commerce, which advises me on such questions, is at present considering revised proposals for establishing suitable awards for advanced students in technical colleges, but it has not yet reported to me.

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15 p.c. Of Feathers "Reasonable In Down Product"

(*from previous page*)

which he also took to the laboratory for analysis.

Dr. G. W. G. Maclennan, principal scientific officer in the Government laboratory, gave evidence of testing the "down" content of the pillows according to the B.S.I. definition.

Of the pillow bought at Selfridges, he said: "I found it contained some 'down,' but in addition there were feathers and chopped feathers, as I call them. The feathers varied in size, some as long as three inches. The chopped feathers varied in length from a quarter to one inch."

Dr. Maclennan said he took nine handfuls from the pillow for the test. In total these contained 16 decimal 6 per cent feathers, 17 decimal 6 per cent chopped feathers, and 65 decimal 8 per cent "down." This did not accord with the glossary description of "down," nor did it strictly accord with the description of "down and feathers." In "down and feathers" there was no place for chopped feathers. He did not know of a description for such a mixture.

In the specimen pillow, Dr. Maclennan said he found 20 per cent feathers, 18 per cent chopped feathers, and 62 per cent "down."

Replying to cross-examination by Mr. Blackledge, Dr. Maclennan said he took 1½ ounces of the 26 ounces in the pillow from Selfridges for the analysis, and considered "it was a fair test."

Patrick Cutbush, assistant director of the British Standards Institution, said the Institution's definition of "down" was generally approved in the trade. The reason that 15 per cent of other feathers was allowed in the definition was because in the process of separation it was almost impossible to separate "down" from other types of feathers. It was necessary to allow this to make the glossary a practical one.

Percy Dove, British Standards Institution inspector of beddings and fillings, said 15 per cent of feathers was a reasonable proportion in a "down" product.

In cross-examination, Mr. Dove explained that in the separation process an air-flow was used and a good deal depended on how the operator adjusted the machinery.

The magistrate: If feathers are cut are they more likely to go through the air-flow with the "down"?

Mr. Dove: I would say no; but it depends upon the feathers.

What is the point of using cut feathers?—That is a question the manufacturers should answer.

At the close of the prosecution's case, Mr. Blackledge said this was one of the first prosecutions of its kind under the Act, and submitted that as no method of sampling had been laid down in the Act, the method used in this case was not as satisfactory as it might be.

The regulations did, however, lay down that in taking samples of flock the amount should be one pound, and in the case of "down" and feathers half a pound. How could 1½ ounces out of a pillow be anything like enough for a really fair sample?

"This is an important matter to the trade," he said, and suggested that it would be fairer to take three pillows from the same consignment, take a sample from each pillow, mix them up and then analyse it.

In this case the proportion taken was not enough, and he contended that the prosecution had failed to prove their case.

The magistrate said she thought the way of sampling was fair, and there was a *prima facie* case for the company to answer. The Act was to protect individual purchasers, and if one bought a "down" pillow, it was not any comfort to hear that somone else had got a better bargain.

In view of the court's ruling, Mr. Blackledge said the company would plead guilty to the charges.

It would be appreciated, he said, in mitigation, that there were many difficulties in the manufacture of these goods. Tests had been made on other "down" pillows at other times and they had been found to be perfectly satisfactory. Last year 500,000 pillows were sold. The company, a substantial one, had never been in trouble before, and they took great pride in their products.

The foreman in charge of the separation process had been dismissed, as quite clearly he had neglected his duty, and to make sure it did not happen again.

"It is an isolated case of one consignment only," added Mr. Blackledge. "My clients have done, and are doing, everything possible to see that nothing like this happens again."

Carpet Service For Manchester

A. V. Humphries, Ltd., have opened their new showrooms at 32 Deansgate, Manchester, 3. A comprehensive stock of plain and figured body goods is displayed together with a large selection of squares and rugs. This new branch is under the supervision of Mr. Metcalfe.

New Branch In Slough

The business of Dunstall The Silk Shop, 21 Grove Parade, High Street, Slough, Bucks, formerly owned by Mrs. O. M. Thackray, has been bought by Cherrys, of St. Albans, Ltd., furnishing fabric specialists, 24 Victoria Street, St. Albans, Herts, and will in future be operated as a branch shop.

Good Progress On Flatted Workshops

THE question of flatted factories is mentioned in the report of the Furniture Development Council which was issued this week. (See "*Viewpoint*," page 34).

In view of this the L.F.M. has made a statement on the progress of its negotiations for the provision of flatted factories for the smaller manufacturer.

The statement says that two projects have been under negotiation, one in the Shoreditch area where the building is in the hands of a private trust, and the other in the Hackney area in which the L.C.C. is interested.

In the former case town planning consent has been obtained and negotiations are proceeding with the Local Authorities.

In the meantime the L.F.M. has obtained from members, in response to a questionnaire, applications for space more than sufficient to fill this building.

The L.C.C. project has not proceeded further but is likely to begin moving because the L.C.C. has now asked for further discussions with the L.F.M. and these will start in a few days.

The intention is to try to provide in one building, accommodation for a number of small firms and to have available to them, if possible, services such as wood machining and french polishing.

Efforts are also being made to provide useful ground floor accommodation to receive and store timber and plywood.

LATE NEWS

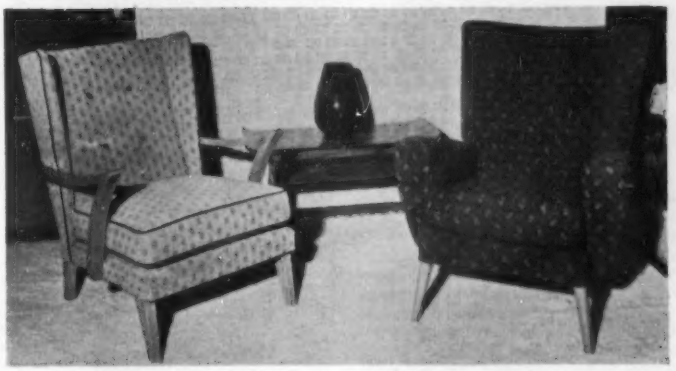
G.U.S. Take Over Beavan's, Newcastle

THE Newcastle furnishing store of F. Beavan, Ltd., Shields Road, has been acquired by Great Universal Stores, Ltd. They are taking over the lease and business is expected to be carried on as before, but under new supervision.

Beavan's is one of the oldest family businesses in the North-East. During the past two years three of the four brothers, Fred, Henry and Frank Beavan, who were directors, have died.

The only remaining son of the founder, Mr. Miles Beavan, would make no comment on the change over.

First Furniture Show In Royal Festival Hall



Upholstery at the London Co-op's exhibition in the Festival Hall.

A "MODEL HOME" was part of the London Co-operative Society's exhibition in the Royal Festival Hall last week—the first in that hall to be open to the general public.

A lounge with a dining recess, a bedroom and a nursery were shown furnished, and drew a considerable amount of attention. Many orders, both cash and hire purchase, were actually placed on the stand.

Most interest was shown in the "Supreme" fireside chairs and "Premier" three-piece suite, both made by the society's own factory. They were moquette covered and upholstered with latex hair, with loose, spring-interior cushions on plastic-covered straight tension springs.

Styling, as with all the furniture shown, was New Elizabethan. The showwood arms of the fireside chairs were shaped in opposing curves to give a long supporting surface and hand-grasp.

The "Consul" bedroom suite on view, made by the C.W.S., had a special feature in the "countersunk" drawers—even the large one in the dressing table could be opened easily with one hand on either knob. Another feature was the large, clear-view mirror.

On another stand the Scottish C.W.S. was showing a full range of linoleum, with exhibits of the raw materials and an outline of the production processes. In the centre of the exhibition small showcases displayed furnishing fabrics.

A number of celebrities were engaged to make personal appearances. They included Mr. Herbert Morrison (as an author), Miss Denise Robins, and Mr. Richard Gordon, who autographed their books; sports personalities such as Freddie Mills, Victor Barna, and Ted Ditchburn; and Miss Patricia Cutts, the TV star, who gave cookery demonstrations.

Free organ recitals by leading theatre organists were held in the Concert Hall. As a grand finale there was an International Concert.

Retail Wage Rise Would Be "Unwarranted"

CRITICISM of the 15 per cent pay rise being claimed for shop assistants was expressed at a meeting of the North-Western Area Council of the National Chamber of Trade in Preston last week when Mr. R. R. Fielding, of Blackburn, a member of the Furnishing Wages Council, emphasised that no increase was warranted.

When it was suggested that some employers were apathetic and did not appear to care whether the increase was granted or not, Mr. R. R. Cort (Nelson) said there was some apathy among employers in the north-west, but they knew they were competing against industry and how difficult it was to get labour for shops.

A first-class salesman was a tradesman "and to get first-class material you will have to pay wages in comparison with industry."

Note: Claims for a 15 per cent wage increase for 230,000 retail Co-operative employees have been lodged in Manchester with the Co-operative movement's National Wages Board.

Deaths In The Trade

Well-Known Skegness Furnisher Dies At Age of 44

The death has occurred of well-known Lincolnshire furnisher, Mr. Charles Roland Lane, of Skegness, at the early age of 44. On the day of his death he had been out watching the resort carnival procession, in which his business house had provided a vehicle for a tableau entry.

He was head of the business founded by his father, the late Mr. Charles Lane. During the last war he served with the R.A.M.C. afloat, in hospital ships operating from India. He was aboard the first vessel to take off prisoners from Rangoon.

His popularity among his fellow traders at Skegness, as well as his business ability, was recognised in his election as president of Skegness Chamber of Commerce.

Before his election to the presidency he had been secretary for many years, and Mrs. Lane had shared his activities in the trade organisation, having deputised in the secretarial duties.

Recently Mr. Lane had become actively associated with the Lincolnshire area of N.A.R.F.

He leaves a widow and one son, Mr. Fraser Lane.

* * *

Mr. A. E. Lidgley

The High Wycombe furniture industry has lost a well-known personality by the death at the Royal Masonic Hospital, Ravenscourt Park, of Mr. Albert Edward Lidgley, head of A. E. Lidgley and Son, Ltd., furniture manufacturers of Grafton Works, Desborough Park Road, High Wycombe.

In the trade all his life, Mr. Lidgley was apprenticed as an upholsterer with Randall Bros., of High Wycombe, and in 1918 went into partnership with his brother to found the firm of Lidgley Bros. of High Wycombe. The partnership was dissolved in 1936 and Mr. Albert Lidgley, with his son, Jack, founded the present company of A. E. Lidgley and Son, with which he had been actively associated until the time of his death.

* * *

Mr. E. P. Leonard

The death occurred suddenly last week at his home at Hastings of Mr. Edward Percy Leonard, a son of the founder of the Rochester department store of Leonards (Rochester), Ltd., High Street. Mr. Leonard had been a partner, director and chairman (from 1946-51) during his association with the firm which covered a period of over 50 years.

* * *

Mr. S. Kiewe

Mr. Stanley Kiewe who founded, with his son Heinz, the tapestry specialists firm of A.N.I. Art Needlework Industries, Ltd., Oxford, has died at the age of 79.

In 1901 he started a department store, S. Kiewe & Co., at Koenigsberg, and built it up until it employed a staff of 400 in 1933, when he left Germany and came to England to start A.N.I.

* * *

Mr. S. H. Newport

The death is announced of Mr. Sydney Herbert Newport, of 160 Caversham Road, Reading. He was 76.

Mr. Newport went to Reading early in life, and in 1910 he set up in business as a furnisher in Caversham Road. He remained there until his death.

Mr. Newport leaves a widow, one son, Mr. H. S. Newport, who is associated with the Caversham Road business, and one daughter.

Scots Tribute To Late Wm. Kyle

AT a recent meeting of the Scottish House Furnishers' Federation the president, Mr. Ian W. Malcolm, referred to the sudden death of Mr. William Kyle who had done a very great deal of work on behalf of the Federation and whose guidance, particularly on wages matters, would be sadly missed.

Due to Mr. Kyle's death the Federation was not represented on the Retail Wages Council. The Glasgow association undertook to put forward a name to submit to the Minister to fill the vacant position.

The booklet prepared by N.A.R.F. on the recruiting of young sales staff had been issued to each association for consideration.

Dundee had found that the booklet would not fit into existing local training facilities. Glasgow agreed.

Mr. Frost for Edinburgh said they had facilities which fitted the book and copies had already been issued to schools.

All members agreed that there was a need to do something in this matter and that some form of pamphlet might be issued to fit local conditions.

It was agreed that each association should look most carefully into this matter and see if training facilities could be arranged in the area.

Education In Good Management

THE British Institute of Management has now published the second volume of its survey of courses available in the field of management education and training.

This volume describes short courses of up to three months' duration, organised by 39 university extra-mural departments, professional and educational bodies, and residential establishments.

Interesting developments in management education over the last few years have been the increasing participation of the universities and the growing preference for courses shorter than the "conventional" one-year post-graduate courses at universities and technical colleges.

Courses introduced since the beginning of 1953 are being held at Worcester College, Oxford; Madingley Hall, Cambridge; the Institute for Engineering Production, Birmingham; and at the University of Sheffield. The last eighteen months has also seen the introduction of the five-weeks course at Grantley Hall and the three-month course at the Work Study School, as well as the B.I.M.'s own successful Executive Development Programme, an experimental one-month course primarily designed to develop teaching methods and techniques for use in courses for middle management.

The courses at Birmingham and Sheffield can also perhaps be described as experimental: at Birmingham the five two-week "Productivity Study" courses can be taken consecutively or at intervals, while at Sheffield the course consists of six fortnightly sessions, held during university vacations over two years and connected by guided reading and a monthly seminar.

The work being done by the technical colleges in management education and training is described in Volume I, a revised edition of which will be published in September. The two volumes together provide a unique picture of the work of educational establishments in the field of management.

("Education and Training in the Field of Management," Volume II, is available from the British Institute of Management, Management House, 8 Hill Street, London, W.1, price 3s. 6d.

Shoreditch College To Run New Courses and Classes

SEVERAL interesting classes and courses are being planned by the Governors of the Shoreditch Technical College for the session which begins in September.

Among these is the new full-time technological course, designed for intending candidates for executive and managerial posts.

Applications are still being received and there are a few vacancies. No fee is charged for this course to students under 18 years of age, resident in London and the Home Counties.

An important feature is that about half way through the course students will be given an opportunity of working for 3 or 4 months full time in a furniture factory.

Students who enrolled for the course in foremanship and management studies two years ago have now sat for their final examination. If they are successful they will be awarded the Certificate of the Institute of Industrial Administration, and, if they wish, may prepare for even higher qualifications awarded by the institute.

Vital For Management

The subjects of study include the nature of supervision, labour management, industrial psychology, principles of production and planning, costing and remuneration, work study, and social and industrial history. Attendance is required on two evenings per week.

The Design Research classes which have been so successful during the past two years are also to be continued. The subjects undertaken include research into the design possibilities of the newer materials, including laminated wood, plastic and fibrous materials, metal alloys and so on.

Other subjects of interest to foremen and junior executives include a series of three special lectures on costing, covering the need for a costing system, the problems involved and the solutions. These should be very popular at the present time.

The college will, of course, continue to run classes in the usual subjects of cabinet making and chair making, wood machining for furniture machinists, upholstery, furniture design, technical drawing and the history of furniture. All the classes mentioned are held both during the day and evening.

The newer classes in the soft furnishings group are also to be expanded, with additional day and evening classes in the design and manufacture of eiderdowns, cushions and bedspreads, window drapery, curtains and pelmets, loose cover cutting and making for chairs and settees and carpet planning, including fitting.

A prospectus and full particulars of any class or classes can be obtained on application to the secretary of the college, Pitfield Street, N.1.

G.I.s Buying Our Contemporary

BRITISH contemporary furniture suits the taste of a number of American Servicemen and their wives says a report in the "Derby Evening Telegraph."

Although their new furniture will be transported anything up to about 6,000 miles, Americans find it cheaper to buy in Britain.

They say prices are lower and quality better than in America—and it costs them nothing to send furniture to the States.

The U.S. Government foots the bill for transporting Servicemen's homes abroad and back again.

New Birmingham Service For Retailers

MR. E. F. GISBOURN, agent for several national furnishing companies, opened a permanent showroom at 10/12 Bristol Street, Birmingham, last week, where his clients will show a representative range of their products.

The showroom, which is centrally situated in the city, occupies large floor space. It is to be managed by Mr. Colin Evans.

A cocktail party, to mark the opening, was attended by prominent figures in the industry.

Mr. Gisbourn told the *Furnishing World* that the idea of his venture was to provide a showroom where retailers could take customers and for retailers themselves.

"So many shops cannot stock everything owing to lack of space and other difficulties. This will be in the form of a separate showroom for them. A man will be permanently here to deal with inquiries."

"I am happy to say there will be no extra charge for the retailer," added Mr. Gisbourn.

Mr. A. H. Maclean, sales manager of Nathan Agran, Ltd., commented that the showroom would provide a service which would be valuable to the trade.

Fredk. Tibbenham, Ltd., are represented in the showroom by reproduction bedroom and dining-room suites in oak, mahogany, walnut and bleached walnut. Centre-piece is a "Duchess" dining-room suite.

Revelese Ltd., have a range of upholstery including three-piece suites in embroidered panels, brocatelles and wool uncut moquettes. They also have fireside chairs, wing chairs and cottage-style three-piece suites.

Nathan Agran Ltd., have as their main exhibit a 5 ft. cocktail dining-room suite. Also prominent are bedroom and dining-room suites in walnut and bird's eye maple.

Cocktail cabinets, china cabinets, corner cabinets and sofa tables are displayed by L. Serlin and Sons Ltd.

Toasting Mr. E. F. Gisbourn at the opening of his new showroom are (left to right): Mr. R. P. Griffiths, general manager of Revelese, Ltd.; Mr. C. Evans, showroom manager; Mr. Nat Serlin, director of L. Serlin & Sons; Mr. Gisbourn; and Mr. A. H. Maclean, sales manager of Nathan Agran, Ltd.

News From The Sales Side

AFTER representing his firm in the East and West Ridings of Yorkshire since 1920, **Frank Lupton,** joint governing director of James Lupton & Sons, Ltd., Leeds, has handed over his territory to **S. A. Skelton** of "Delamere," 59 Wickersley Road, Rotherham. Mr. Skelton will continue to represent his present firms: I. Griew & Co., Ltd., of Stratford, E.15, and Max Abrams, of Salford. Mr. Lupton will concentrate, in future, more on the inside administrative, and sales, supervision but hopes to keep in personal touch with all his old friends and customers both on the ground he covered and elsewhere.

☆ ☆

IT was recently announced that Nathan Agran, Ltd., had taken over a factory in Ipswich with more than 100,000 sq. ft. of floor space. The firm now state that, in addition to their bedroom and dining-room suites, they are now making reproduction furniture. **A. H. Maclean** has been appointed sales manager and the firm's sales office for bedroom and dining-room furniture is now at Turret Lane, Ipswich (telephone Ipswich 3715) where all orders and communications should be sent.

☆ ☆

The show van of E. Moorhouse (Apex) Ltd., is now visiting Lancashire. In attendance is "Bob" Phillips. The van displays typical examples of Apex bedding, divans, bedsteads and upholstery.

☆ ☆

IT is announced by W. Lusty & Sons, Ltd., Bromley-by-Bow, that they have appointed **H. Loxam** to be their representative in Yorkshire, Durham and Northumberland. He takes the place of **H. Browell** who has had to resign because of ill-health.

☆ ☆

WELL known as Midlands representative for Shrager Bros., Ltd., **Jack Davis** has changed his address. He now lives at 66 Rosemary Hill Road, Little Aston, Sutton Coldfield, Warwickshire. (Telephone Streetly 7167.)

New Mirror Show For Bristol

FURNISHERS, hardware dealers, ironmongers, builders, and builder's merchants within a fifty mile radius were invited to opening receptions on July 5 and 6, of the new mirror and splashback showrooms by John Hall and Sons (Bristol and London), Ltd., at 18 Victoria Street, Bristol, 1.

The premises have been recently taken by the firm and are now in the final stages of completion. Paints are stocked on the ground floor with glass cutting and constructional glass departments at the rear.

The mirror showroom is on the first floor under the control of Mr. L. D. Hamilton, sales manager.

An extensive show of mirrors, plain, decorated, and in a variety of shapes and sizes are displayed from the walls which are coloured in pale rose with grey panels.

Bathroom fittings and splashbacks, in glass and Vitrolite, are displayed on two central eight-sided fixtures.

Contemporary Effects

Office screens have been used to demonstrate a wide variety of patterned and reeded glasses. In some cases it shows how contemporary decorative effects can be produced by using sheets of reeded and patterned glass back to back. This will be of particular interest to furnishers and others catering for bar, hotel, ship, and hairdressing salon contracts.

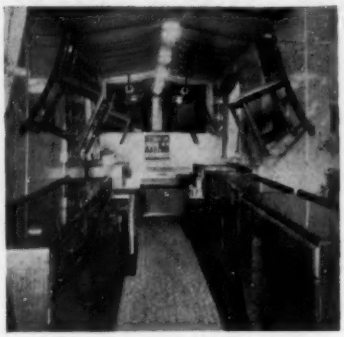
Ideas may also be gathered from the reception desk topped with black Vitrolite with tinted mirror glass, acided, arranged in modern manner to form front and sides.

A new Vitrolite and glass fireplace surround will attract the attention of furnishers concerned with the fitting of rooms in contemporary style.

The two vertical sides are constructed of standard curved glass building blocks, with interior illumination in colours to suit the decorative scheme of the room. The front of the mantel is in black Vitroflex on heavy black Vitrolite. A peach tinted mirror with acided surface is used for the top of the mantel. Base or raised hearth is in heavy black Vitrolite also with acided surface. It is possible to use a combination of other colours if required. As at present constructed the fireplace would be for use with electric or gas fires.

It is pointed out that the showrooms are for trade supplies only. Members of the public will be admitted if sent by a member of the trade or so accompanied.

Travelling Sales Van For Moss



THE show van pictured above is now on the road for Moss Partners (London), Ltd..

The walls are prefabricated and mock windows on each side are fitted with curtains, drapes and concealed lighting. Eight pendant lights are suspended from the ceiling giving ample illumination with a total output of 400 watts.

The area of show space is approximately 200 square feet and provides for a centre aisle wide enough to view all the products with ease.

The Luton is used to full advantage and houses three dining tables which are "spot lighted."

To finish off the interior is the red carpet, pictures on the walls and the cocktail cabinet at the far end.

On view is a comprehensive range of the companies products.

This show van de luxe, the interior of which was designed by Mr. S. Harris, will be touring the whole of England and Wales.

"Talent" Show at Newcastle

TO help retailers who were unable to get to the Furniture Exhibition in February, the Talent group of companies have arranged a travelling exhibition of their furniture range.

This exhibition has already been to Glasgow, Bristol, Manchester and Sheffield, and will be at the Royal Turks Head Hotel, Newcastle, from July 12 to 15.

The exhibition consists of dining-room suites by Talent, kitchen furniture by Evansville and bedroom suites by Herrman.

It will later go on to other provincial towns.

Owing to a printer's error the address of Down Loe Chairs, Ltd., was given as 136 Cheapside, London, E.C.2, in a recent issue. The correct address is 132 Cheapside.

New Stores Open

Old Church Now A Furnisher's

FURNITURE showrooms with a difference opened their doors to the public in High Street, Kirkcaldy, on Thursday of last week when the opening ceremony of new premises of Barker & Co. Ltd., "The Home Furnishers," 163/165 Leith Street, Edinburgh, was performed by the managing director, Mr. J. M. Baker.

Three years ago the building was a Church and the work of conversion has achieved the most-up-to-date and largest showrooms in the County of Fife, yet has succeeded in keeping much of the old-world atmosphere of the church.

The many features of the church which have been retained lend a distinctive air to the showrooms. The stained glass windows, extending almost the full height of both floors of the premises, with their supporting pillars make a pleasing contrast with the general pastel-shade decor. Throughout the showrooms' interior, too, all the doors retain the arch.

From the street the modern 60-foot frontage, entirely of glass, is surmounted by the original facade of the church, and from the street one can see 100 feet back into the showrooms. The effect on the upper floor is even more expansive.

10,000 sq. ft. of Floor Space

The firm have not been slow to take advantage of the opportunity offered for striking displays, and all types of furniture are attractively shown on the 10,000 square feet of floor space in the premises.

The opening of the showrooms attracted the Kirkcaldy housewives—fully 500 of them were in the queue waiting outside when Mr. Baker cut the ribbon securing the doorway.

The firm, of course, are no strangers to Kirkcaldy. The new showrooms replace smaller premises in the High Street where Barkers have been doing business for more than 20 years on an ever-increasing scale. Mr. G. C. Young, manager in the old premises, fills the same post in the new showrooms.

Although the church, which was vacated when another site was found in a new housing area, was purchased by the firm three years ago, difficulties were encountered over building licences necessary for the conversion. These were finally granted and work started twelve months ago.

Notts Branch For Hardy Group

Showing how interior sprung bedding has been used to give a wall panel display effect at the new Nottingham store of W. J. Marshall & Co., Ltd.

MEMBERS of the Hardy & Co. (Furnishers), Ltd., Group, W. J. Marshall & Co., Ltd., opened their first branch in Nottingham at 15-17 Carrington Street, last week.

A semi-informal opening was carried out by an old employee of the company, Mrs. Whitfield, who cut a ribbon across the main entrance, in the presence of Messrs. A. Hargreaves and W. G. Foxall (area supervisors), and Mr. J. Egan, manager of the new branch, who recently joined the company.

The new branch, which has been reconstructed on modern lines, has a frontage of some 40 ft. with open vision windows flanking the main plate-glass swing doors. Furniture is displayed on three floors, and the basement contains an attractive layout of bedding, carpets and kitchen furniture. Total floor space is some 3,000 square feet.

New Showrooms For Knightsbridge

NEW showrooms in the lower ground-floor of 71 Knightsbridge, London, S.W.1., were opened by Stuarts (Knightsbridge), Ltd., on Tuesday.

The opening ceremony was performed by Miss Margot Lovell of television Woman's Hour, who said that there was still a place for the traditional and beautiful in many homes today. Miss Lovell was presented with a bouquet by Miss Yvonne Epstein, daughter of Mr. H. Epstein, director.

The new showrooms are situated below the company's existing furniture showroom at 71 Knightsbridge, and extend farther back, almost trebling available display space. There are three principal bays, the largest of which has six alcoves, individually lit, for displaying special pieces of furniture. Bedroom and dining suites and upholstered sets, all of traditional style and made in the firm's own workshops, are featured, and the new showrooms will carry a range of furniture at a slightly lower price-level than that normally shown.

The new showroom was previously used as an air-raid shelter, and considerable alterations have had to be carried out to make it suitable for its present purpose. Changes include the re-siting of the staircases from the centre to one end of the department, removal of walls between the bays and complete redecoration.

Manager at 71 Knightsbridge is Mr. J. Englefield.

Directors of the firm are Mr. Harry Epstein, Mrs. Rose Epstein, Mr. Louis Epstein and Mrs. Gully Epstein.

New Birmingham Branch

On Friday of last week Browns Furniture, 1-3 Morwell Street, W.C.1, opened a new branch at 8-9 City Arcades, Birmingham. The opening ceremony was performed by Mrs. Brown, managing director.

The design of the shop premises and the shop fitting was carried out entirely by Browns' own staff. The existing branch at Bull Ring, Birmingham, is being retained.

Springs Must Have High Carbon Content A.M.U. Is Told

MEMBERS of the West of England Branch, Association of Master Upholsterers, were told they should insist upon springs with a high carbon content.

"You would do yourselves and the public a service if you insisted upon this," said Mr. J. McBurney, director of Spring Productions (Bristol), Ltd., who was giving a talk on springs at the monthly meeting of the branch.

During his talk he demonstrated the advantage of spring units covered with mesh as against those using clips, and said the extra cost involved was more than worthwhile.

Looking back over the history of springs in upholstery, he said their use for this purpose had originated in France during the reign of Louis XV.

In England a patent was first granted to a Samuel Pratt, in 1828 for mattress springing and other upholstery. It seemed that the first springs were very similar to those used to-day, being spirals of iron or steel, twisted into circular or angular coils. He understood from Mr. Bagshaw, of Bagshaw & Morris, that the firm had old advertisements and papers which disclosed that they were using springs in 1857 in chairs made partly of wood and partly of iron, they were known as "iron-back chairs." The backs consisted of ½ in. diameter iron bent to shape and filled in with heavy hoop iron bands, interlaced and riveted together.

Early seats were similiarly constructed, iron laths across wood frames supporting only three or four springs. These springs were hand wound heavy double cone, probably 5 or 6 gauge—nearly ¼ in—7 or 8 in. diameter, with the coil ends tied with soft binding wire instead of the knots in use to-day.

At about the turn of the century, machines from Spuhl of Switzerland, were imported and these generated the springs instead of winding them on blocks as hitherto.

In 1904, Mr. W. E. Morris, then 20 years of age, obtained a patent for a spring assembly, comprising of a number of springs fastened together with clips surrounded by a bent wire frame. This seemed to be the forerunner of the modern spring units now produced in millions.

Mr. McBurney said he could remember making coil springs on a wood former and also the knots being tied by hand when 8 gauge was more or less universal. A modern machine now did the automatic assembly of mattress units.

During discussion, Mr. W. Ewart Kift suggested that tension spring seating might not stand up to as much wear as would coil spring units. Mr. McBurney said he had faith that tension springs, if properly made would take hard wear and tear.

On the question of metal fatigue in springing at certain points, Mr. P. H. Simpkins urged that care should be given to the placing of springs. If one spring was not standing correctly it would lead to the breakdown of a section when in use.

Closed for Holidays

Leylus, Ltd., will close from July 17 to August 1.

Elkay Furniture Products, Ltd., will close from July 23 to August 9.

Emkay Furniture Products, Ltd., will close from July 24 to August 10.

S. Grant (Furniture) Ltd., will close from July 31 to August 9.

Kloss & Trusher, Ltd., will close from July 24 to August 9.

The Premier Furniture Manufacturers, Ltd., will close from August 2 to 14.

R. Hall & Son (Upholsterers), Ltd., will close from July 17 to August 3.

Yorks Floorcovering Men at Golf

The seventh annual golf competition of the Yorkshire Floorcovering Trades Association took place at the Leeds Golf Club, Cobble Hall, last week.

Mr. G. B. Sykes won the John Crossley rose bowl which was given for the best net score in the first division returning a card of 73 off 12 handicap.

The Sam Bateman trophy was won by Mr. S. Firth for the lowest net score in the second division returning a card of 65 off 16 handicap. Other prizes were won by Mr. R. Stevenson for a lowest gross score of 81.

The second prize in the first division was won by Mr. H. M. Vickerman with a net score of 79 and the second prize in the second division by Mr. D. J. Oliver with a net score of 67. Mr. D. B. Mitchell won the booby prize with a net score of 105 off 24 handicap.

The chairman of the executive committee, Mr. R. T. Peacock presided at the evening meal in place of Mr. H. J. H. Gillam who was unable to attend and Mrs. Peacock presented the prizes.

Lost or Strayed!

Two articles of furniture made by L. Marcus, Ltd., Beatty Works, Beatty Road, Stoke Newington Road, London, N.16., have gone astray in the Midlands.

The articles are a monk's bench and a Welsh dresser. The firm have a very clear signature which reads "D. Biggs" of whom the consignee has never heard.

If any reader knows anything of these articles L. Marcus would be glad if he would get in touch with them.

"World" Service Bureau

Some Enquiries Answered

9796.—"Earlywarm" blankets.
9797.—Venetian blinds.
9798.—Chesterfield, dining and bedroom furniture.
9799.—Non-slip linoleum polish.
9800.—Swivel-top tea trolleys.
9801.—Metal kitchen cabinet.
9802.—"Wolf" cultivators.
9803.—"Ambassador" chairs.
9804.—Hall benches, not upholstered.
*9805.—"Webrostex" curtain fabric.
9806.—Deck-chairs with light aluminium frames.
9807.—Adhesive tape for joining carpets, to be ironed on.
9808.—3 ft. enamelled kitchen cabinet with Welsh dresser type top.
9809.—Combined wardrobe dressing table.
9810.—Finance companies.
9811.—Metal Venetian blinds.
9812.—"Capital" chairs.
*9813.—"Service" washing machine.
9814.—4 ft.—4 ft. 6 in. cabinet bed.
9815.—Occasional furniture.
9816.—"H-K" upholstery.
9817.—"Tri-Magic" tea trolley.
*9818.—"Vinolu" couches.
9819.—Name and address of "Maspro."
9820.—Queen Anne bedsteads.
9821.—Rubber backed needleloom carpeting.
9822.—School dining table with folding legs and Formica top.
9823.—"Embro" quilts and recovering.
9824.—"Geebro" matting.
9825.—Address of Nu-Finishers, Ltd.
9826.—"Newmaid" Carpet Sweeper.
9827.—Gloy Linoleum Adhesive.
9828.—Mohair table covers.
9829.—"Texef" antique velvet.
9830.—"Aristocrat" hairdressing chair.
*9831.—"Britsim" Office furniture.
*Means unanswered. Can any reader help?

NEW FROM THE MANUFACTURERS

Latest In Folding Furniture

THE latest space-saving idea in furniture is the "Compac-Nik" folding dining set made by Stuarts (Knightsbridge), Ltd. (Harry Epstein [Furniture], Ltd.).

It consists of a folding table and four stools with canvas seats. The stools pack away inside the table which closes and becomes a case easily stowed in a car boot or a kitchen cupboard.

New Dining Set In Australian Walnut

A NEW dining set, finished in Australian walnut, is being produced by Procantor Manufacturing Co., Ltd., 19 Malden Crescent, London, N.W.1.

The "Lilac," as the set is known, has a 4 ft. 3 in. sideboard with central cabinet. The central leaf extending table measures 3 ft. 6 in. by 2 ft. 6 in. in retracted position and extends to an overall length of 5 ft. in a few seconds. The sturdy chairs are of novel design and very comfortable. The suite retails at about 50 guineas. Also in the picture is the B.M.11 book-case.

New Repro Range

The full range of reproduction oak style furniture manufactured by L. Marcus, Ltd., Beatty Works, Beatty Road, London, N.16, is illustrated in a new catalogue.

There are pictures and descriptions of hand-carved dining sets, bureaux, bookcases, Welsh dresser dining sets, secretaires, rug boxes, hall tables, chairs, bedroom suites, corner cabinets, and so on.

All the articles are polished to Marcus's standard reproduction colour, satin matt finish unless otherwise ordered.

First Plastic-Finish Chair

NEW to the range of Hille, of London, Ltd., is the "Q-stak" chair, which has an all-in-one back and seat of preformed laminated beech, joined to a tubular steel leg unit with "exploded" stainless steel rivets. The simple basic (patented) design gives scope for a number of variations, and an important technical development in chair-making is the application to the Q-stak's curved wood surface of a hard and durable melamine plastic finish in pleasing colours. This process has hitherto been applicable only on a flat surface, and never before to a chair.

The new chair, designed by Robin Day, is sturdily made, and is suitable for schools, canteens, and public buildings, as well as for domestic use.

The hand grip cut out of the back is placed low to make the chair easy to carry by school children.

The "Q-stak" is available veneered in beech, walnut or Nigerian cherry, and will retail at approximately £2 9s. (i.e., cheaper than the Hillestak.) Variations on the Q-stak now include the QW-stak, which has stacking legs of wood instead of metal. The QW-stak is also available upholstered with fabric-covered felt padding. The Q-Rod—not a stacking chair—has the Q-stak's back and seat unit, with four legs of half-inch steel rod. Future development will include an upholstered version of the Q-stak, a choice of sizes for school use, and a version of the QW-stak with arms.

Other new lines by Hille, of London, Ltd., are a tub chair (No. 682), and Hilleplan Senior and Junior desks.

Viewpoint

THE fifth annual report of the Furniture Development Council is divided roughly into four parts: a general survey of the first five years' work, statistics of the furniture industry, the comparative costs pilot scheme and a statement of the Council's income and expenditure.

Much of the first section is ancient history, for the work of the F.D.C. has been fully reported in this and other newspapers. But it does achieve one object; it paints a broad picture of the *progressive* steps that have been taken in an effort to serve the industry. It shows also the interrelationship of the various phases of work that have been undertaken.

Certainly this section shows that more firms are using the services of the Council each year. In 1951 only 80 firms took advantage of the Technical Information Service; 160 firms were assisted in 1952 and 450 firms in 1953. But it does not reveal *how many enquiries* were dealt with.

★★ The statistics of the furniture industry given in the second section will probably be of considerable assistance, particularly to larger firms. They have obviously been meticulously compiled but it is impossible to read them without reference to the many accompanying graphs. Whether these will be fully intelligible to everyone is doubtful, and if some simpler form of presentation could be devised for next year's Report we believe the statistics would be more valuable to manufacturers of every grade.

★★ There is another way in which this section could be of far greater help to the industry. We return to our old and often repeated contention that one of the Council's most valuable services would be the undertaking of consumer research. Certainly the Report this year devotes some space to the proportions of new furniture sold in each region, as well as the sales per head and sales per establishment in these regions.

But this does not constitute consumer research. What the industry needs is the type of "Mass Observation" that will show clearly the trend of demand in all parts of the country.

Reports from manufacturers' representatives reveal the opinions of their retail buyers. We do not consider these always to be sufficient and we suggest that the F.D.C. should seriously consider a research which will be taken right into the consumer's own home.

★★ The section which deals with the Comparative Costs Scheme is quite interesting and in some parts significant. It appears to show for instance that in some sections of the furniture industry firms have failed to set their selling prices sufficiently high to cover all their costs. For instance it is seen that the value of production set out by makers of occasional furniture is slightly less than their actual costs.

The same table reveals an interesting fact about the cost of materials. In the Census of Production this was shown at from 48 to 50 per cent. The more up-to-date F.D.C. pilot scheme reveals that the figure for all firms has now reached 54.7 per cent, with upholstery at 59 per cent. *This clearly suggests that further research should be made by the Council into the more economic use of raw materials.*

★★ As for the year's accounts of the F.D.C., it is revealed that the trade contributed through its levy some £26,000. In addition the Council received a grant of £8,000 from the Department of Scientific and Industrial Research, making a total income of £34,000.

Of this sum about £16,000 was expended on salaries, a figure that may seem tolerably high, but we are assured that the total, and the accounts generally, compare favourably with those of similar organisations which are self-contained and which do not pay fees to outside bodies for research or assistance in the collation of figures and statistics.

★★ *On this point we ourselves have no means of check, but what the furniture industry has broadly to decide is whether the £34,000 income of the Furniture Development Council has been, and is being, wisely and soundly spent in the interests of ALL firms that are forced to contribute to its revenue.*

Readers' Viewpoint

Retail Wages

The Editor,
"Furnishing World."

SIR,—A lot was said in your last issue, both in a report from the N.A.R.F. and in your own "Viewpoint," about the great need for recruiting and keeping retail sales staffs. It is now apparently admitted that the first thing to do is to introduce "improved terms and conditions of employment" so that furnishers can compete with other trades.

Why not just say "pay your people a better wage and you'll have no more staff problems"?

Under the new Order published also in last week's "*F.W.*", the highest pay for furnishing shop workers is now about £6.10.0 a week in London and as little as £5.17.6 in the provinces. Apart from any commission schemes these basic rates seem very low—and yet there has been an outcry in some quarters against the new demand for a 15 per cent wage incease.

Yours, etc.,
COMMERCIAL TRAVELLER.
(name and address supplied).

Leeds.

Lillie Road Bargain Stores, floor-coverings specialists, 86b Lillie Road, Fulham, S.W.6, have taken over another shop at 86d Lillie Road. Copartners are Mr. S. Benveniste (buyer) and Mr. R. Medina.

personally speaking...

NEWS OF PEOPLE YOU KNOW

AFTER 52 years' service **J. H. Cranmer** has retired from the Boards of Barry & Staines Linoleum, Ltd., Linoleum Manufacturing Co., Ltd., Barry Ostlere and Shepherd, Ltd., and associate companies.

☆ ☆

NOW on the Board of J. Gliksten & Co., Ltd., is **R. E. Groves,** who joined the company in 1935.

☆ ☆

IT is announced that **B. G. Haycock** has left the Board of the Airscrew Company & Jicwood, Ltd.

☆ ☆

NOW a joint managing director of North British Rayon, Ltd., is **G. A. Samuel,** who was a managing director of Grays Carpets and Textiles, Ltd.

☆ ☆

THE Board of Parkers (Ancoats), Ltd., has now been joined by **Henry Smith.**

☆ ☆

THE resignation of **Richard Sutherland Blundell** from the Board of Singleton, Benda & Co., Ltd., was announced this week. Mr. Blundell remains an associate director.

☆ ☆

ANOTHER resignation is that of **Eric Walter Goodacre** from the chairmanship of William Goodacre & Sons, Ltd. He has resigned because of ill-health.

☆ ☆

LAST week **Lionel Davis,** chairman of M. Davis & Sons, Ltd., the Sunderland furniture manufacturers, went along with his fellow directors to the home of one of the oldest employees and took along a gift—a TV set. They went to see **William Dunn,** a foreman who had worked for the company for 42 years and had just retired. A foot injury prevented Mr. Dunn going to the factory for a presentation so the directors decided that it could be held just as well in his home. Also present was Mr. Dunn's younger brother, an assistant foreman with Davis's, who presented a wallet of notes from the employees.

FORMERLY in partnership with his father, **J. Hartley Foulds,** cabinet maker and furnisher of Colne Road, Burnley, **W. H. Foulds** has been appointed by the Bucks County Council's Further Education Committee to be a teacher of cabinet making and to assist in research concerned with the pre-forming of plywoods, timber bending and high frequency adhesives, and into new techniques of chair making and cabinet making. Mr. Foulds holds the Diploma of the City and Guilds, London, in Design (Honours).

☆ ☆

THIS year's chairman of the Cotton & Rayon Merchants' Association is **James F. Simpson,** chairman of Simpson & Godlee, Ltd.

☆ ☆

NEW furnishing departmental manager and buyer for E. Francis & Sons, Ltd., Bath Street, Leamington Spa, is **J. Faulkner,** who has been with the business for 26 years. He succeeds **G. M. Broadbridge,** director, who has retired from this position which he has held for past 31 years, but remains a director of the company for a further 12 months.

☆ ☆

LAST Friday **Walter R. Langford** retired from the position of furnishing fabric buyer with Jeffery, Sons & Co., Ltd., Northampton. Mr. Langford entered the furnishing trade with an Oxford firm at the age of 16. In 1914 he went to Northampton for a short while before serving in the first war. From the end of the war until 1928, when he joined Jeffery's, Mr. Langford worked in various parts of the country. He retired for domestic reasons.

☆ ☆

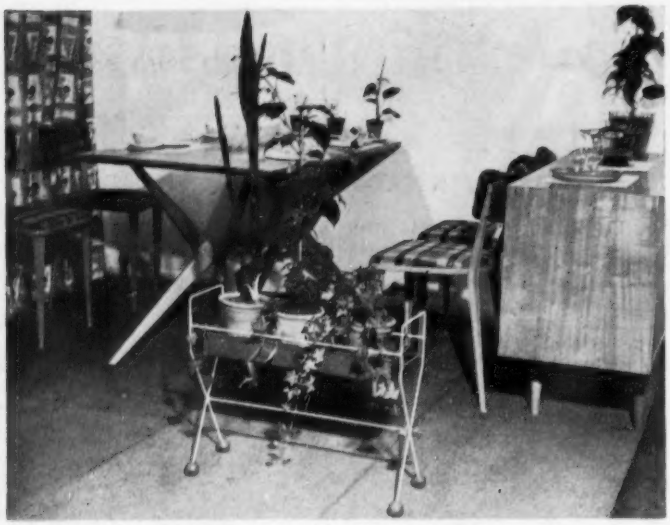
RENEWING friendships in the High Wycombe furniture industry this week, as guest of the High Wycombe and District Furniture Manufacturers' Society is **Mr. Ernest Hearn** who, as I reported a fortnight ago, is now here on a visit from Australia. A Wycombe man, Mr. Hearn learned the trade in High Wycombe more than half a century ago, when he started with Skull's.

With his twin brother, **Harry,** now a member of the Legislative Council of Western Australia, Mr. Hearn emigrated to Australia more than 40 years ago and in 1913 three Wycombe brothers—**Walter,** who had gone out two years before, Harry and Ernest—went into partnership to establish their own furniture firm in Perth. The partnership was dissolved during the first world war and **Walter Hearn** returned to High Wycombe to found his own business, Walter V. Hearn, Ltd., of Sands, of which he is still managing director, with the help of his elder son, **Walter Hearn junior.** In Australia Ernest and Harry developed the business of Hearn Industries, Ltd.

☆ ☆

I HEAR that **Archibald Stevenson,** chairman and managing director of Archibald Stevenson & Son, carpet manufacturers, Burnbank, Hamilton, has been elected Governor of District No. 2 of the Rotary International in Scotland. Mr. Stevenson, a past president of the Hamilton Rotary Club has now taken over his new office and will serve for one year. He is also a member of the executive committee of the Federation of British Carpet Manufacturers.

Nomad



Indoor plants add life to this New Elizabethan dining-corner. In the modern metal plant stand (foreground) is a Sanseveria, *a* Cissus Antarctica *and a* Hedera.

RETAIL SELLING PLANS

How To Get The Best Value From Your Showroom Plants

SHOPPERS are no longer impressed by masses of furniture piled into retail showrooms with no better arrangement than would be found in a warehouse. They now expect to see the model rooms and attractive corner settings which most progressive furnishers present to-day.

Plants Pay For Themselves

These reality-settings are always enhanced by some form of floral decoration. For a special exhibition there is nothing to beat a really fine display of cut flowers, but for general purposes these prove too expensive an item for many stores. Artificial flowers, however good, are not an ideal substitute, but the use of pot-plants, particularly evergreens, is an economical way of giving model rooms that lived-in look. The darker leaves of certain varieties have been chosen by many furnishers as an ideal foil to the light woods used in much New Elizabethan furniture. Whatever the furniture style shown, however, the introduction of living plants into showrooms gives life to even the most inanimate display, and attracts instant attention.

With a little thought in choosing followed by the minimum of care, indoor plants can become a permanent feature of the showroom, at very low cost. In many cases the first cost of a decorative indoor plant is comparable with the price paid for one bunch of cut flowers. But whereas the flowers will last about a week and are then thrown away, the plant will remain for years, and also produce cuttings.

For versatility and ease of cultivation a first choice might well include the *Hedera,* or Ivy, with its several variations. These are well suited to indoor life, with a seeming indifference as to whether the showroom is warm or cold. They can even withstand a few degrees of frost.

Hedera Canariensis is a larger leaved variety than *Sagittæfolia* which has small leaves with pointed tips. Various shades of green and cream leaves are obtainable and these make them particularly suitable for room displays of New Elizabethan furniture. All *Hederas* will climb or trail and can be used effectively in the modern metal or cane plant holders. Small pots suit the smaller-leaved varieties. A porous and slightly lime soil is best, and it should be kept moist.

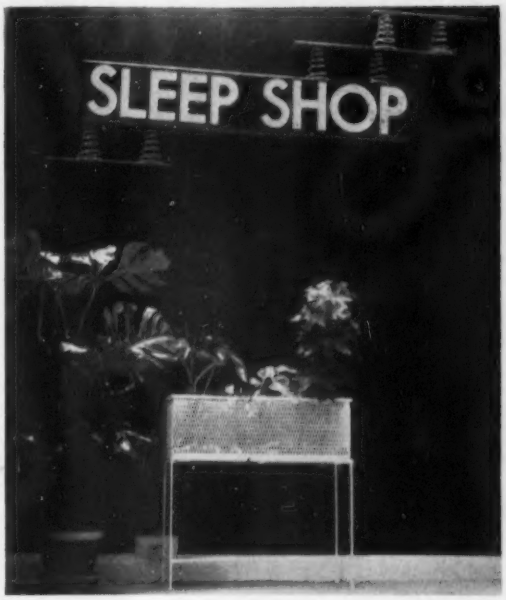
Good Climbers

Tradescantias or Wandering Jew, as implied by the name, is a good trailer. These are quick growers with very small roots, and should be kept wet. A great variation of leaf-shade and veining is available according to the variety chosen, but they also have summer flowers coloured blue, scarlet, white or purple. The specie *Spironema* can be made to flower with a fragrance all through the

(continued on page 38)

In the exhibition of Scandinavian furniture and furnishings at Heal & Son, indoor plants decorate the eight room settings. They are used here with a teak and black-painted screen unit.

Well-Planned Sleep Shop, Pillow Bar



An interesting entrance to the Sleep Shop at Grange Furnishing Stores (London) Ltd. (Watford branch) has an illuminated sign set against a dark background. The sleep shop is situated at the far end of the ground floor, and contains a number of interesting features.

AT one time many furnishers were content to push a pile of mattresses into a corner of the showroom, and leave the rest to chance. To-day progressive stores realise that bedding needs special display treatment if sales are to be maintained and new customers are to be attracted to the department. The result is that more and more retailers are segregating bedding, installing it in separate premises or in a department decorated and furnished to look like a speciality shop, and are paying greater attention to fixtures designed to display accessories such as pillows, bedspreads, and quilts.

The past year has seen an increase in national advertising of branded merchandise by bedding manufacturers, and there is every reason to believe that this trend will continue. With this advertising go many sales-aids for retailers, which help to make bedding displays attractive. More interesting tickings now used are a further eye-catcher.

Interesting Entrance

One of the most interesting bedding departments to be installed recently is the "Sleep Shop" at the High Street, Watford, branch of Grange Furnishing Stores (London), Ltd.

This shop-within-a-shop is situated at the far end of the ground floor. The entrance to the Sleep Shop has been made interesting by an illuminated sign fitted at eye-level, comprising chrome-yellow enamelled wood-block letters with spring coils, set against a background of brown felt. Chrome-yellow pegboard panels feature well-lit displays of mattress protectors, castors and other accessories.

The showroom is lavishly decorated. The left-hand wall, covered with a gold diamond-patterned brown paper, carries a series of angle signs. These are in chrome yellow, each bearing a brand name painted boldly in brown, fixed above a specimen of the respective mattress which is displayed on a bed.

Against the facing wall, which is decorated with gold-and-white striped paper, is a series of sloping racks, each having a base of light walnut. These racks have pelmets with concealed lighting.

Special Pillow "Bar"

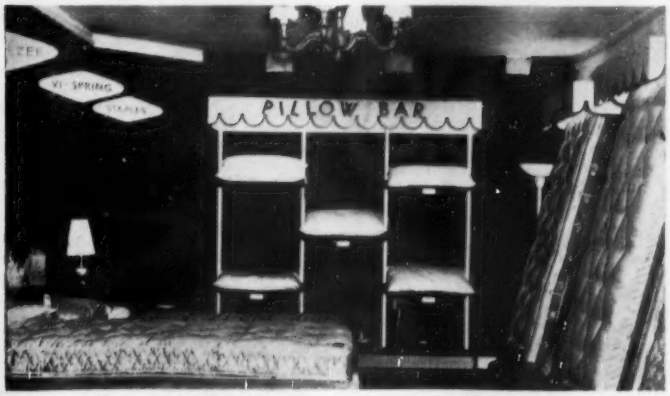
A special feature at the far end of the showroom is a distinctive pillow bar, set against a brown felt background. This "bar" has a curved pelmet in chrome yellow, edged brown, with brown lettering. The pelmet conceals fluorescent fitments which direct light on to shelves, semi-circular in shape, which hold the pillows. These shelves are covered with brown felt, and are supported by white poles set in a wooden framework, the box-case of which is filled with small pebbles.

Cheerful yellow curtains frame the windows of the Sleep Shop, and matching pelmets are fringed in red.

Bookcase Unit

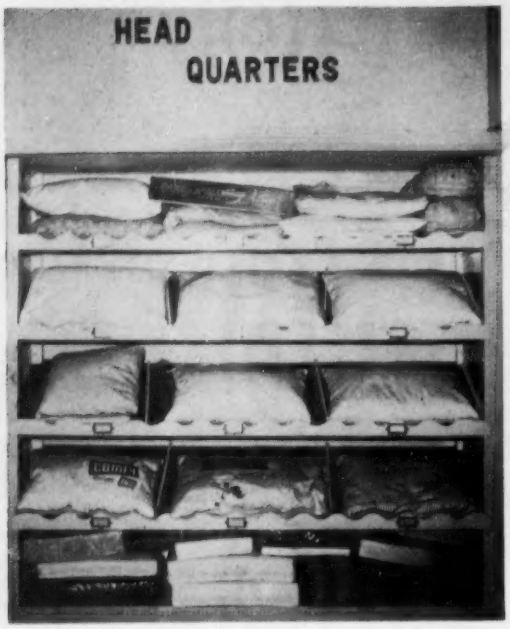
Another interesting feature is a bookcase unit fixed to one wall. This holds catalogues from leading bedding manufacturers. These catalogues are uniformly bound to preserve a harmonious display.

Lighting—direct and concealed—has been carefully studied in planning the department. In addition to local spot-lights, standard lamps are placed at each end of the showroom, directing light up to the ceiling.



A special feature of the Sleep Shop is the pillow "bar" with its curved pelmet screening fluorescent lighting fittings.

Three Bedding Ideas



Left: an unusual pillow "bar" with the appropriate title "Head Quarters," at Fishpools, Ltd., Waltham Cross. Above: two iron "H" pillars in the centre of the new bedding showroom at Hopewells, Ltd., Nottingham, are inset with display panels.

CUSTOMERS' interest in pillows is being created by a new display section at the furnishing store of Fishpools, Ltd., 107-115 High Street, Waltham Cross, Herts.

Situated in a prominent position near the entrance leading to the main furniture showrooms, this new pillow bar also adjoins the bedding and soft furnishings departments. The display unit, painted in pale green, bears the words "Head Quarters" in red on the pelmet, and presents a range of pillows, each shown individually, on a series of sloping trays.

The idea was conceived by Mr. H. C. Fishpool, a co-director of the firm, who also gave the section its apt and original title.

Mr. R. Munt, soft furnishings buyer, told *Furnishing World* that the display unit has already attracted marked interest in the merchandise.

Nottingham Extension

ABOUT one thousand square feet of floor space has been reserved by Hopewells, Ltd., for bedding in the store's recently extended showrooms at Milton Street and Parliament Street corner, Nottingham. The new bedding showroom is decorated in modern style, with contrasting colours used for separate walls. It is in the basement, and is directly open to the existing bedding department. One section of the extension is used for the display of a wide selection of headboards, and in the adjoining section where mattresses and bedsteads are shown, good display use has been made of the two central iron pillars. (See picture above.)

Kingston Promotion

THE biggest bedding event ever held by Bentalls, Ltd., Kingston-on-Thames, which took place recently, proved an outstanding success. The event lasted from Thursday of one week until the Saturday of the following week, and included special displays in the bedding department, and an attractive Slumberland exhibition in the store's escalator hall. Another display of this company's products was installed in the bedding department, and is remaining as a permanent "Slumberland" feature. Other promotions included a 25-foot window display showing the latest Dunlopillo lines, and another window featuring three special reductions of good-quality bedding.

(continued from page 36)

summer. These plants need a certain amount of natural light, but not direct sun.

Ipomea or Morning Glory will give flowers each morning. These fade about the middle of the day and give way to new buds. Colours are blue, clear red, or white. The plants like a sunny position, and are therefore suitable for window displays. They need a good sandy soil in the pots. If tied by string to a stick, they will climb attractively. They should be kept moist and given a little liquid fertilizer during the growing season. Among plants suitable for making living screens or partitions in quite sunless positions indoors are some of the vines such as, *Rhoicissus, Cissus antarctica* and *Tetrastigma*. These should all be watered about once a week during the winter and twice or three times each week during summer.

Colourful Begonias

Plants suitable for hiding an unsightly window which may be in some showrooms, are either those just mentioned (if the window is sunless) or, if it gets more or less continual sun, any of the *Passifloras, Jasmins,* or *Cobeas*. These like fair-sized pots, and need a rich soil which should be fed during the summer.

For colour splashes the Begonias can be considered. These offer exotic leaf colour, and also variations of flower growth, mainly in the late winter and early spring. *Begonia ricinifolia* is typical. Most Begonias, however, need regular watering and manure feeding for best results.

In general the field of indoor plants is very wide, and there are many specie and variations. A reliable local nurseryman can give further advice, or this can be obtained from indoor-plant specialists, Thomas Rochford of Broxbourne, Herts.

A final point about all indoor plants: they like fresh air, but draughts are nearly always fatal.

SOFT FURNISHING SIDE

Finmar Enters Fabric Field

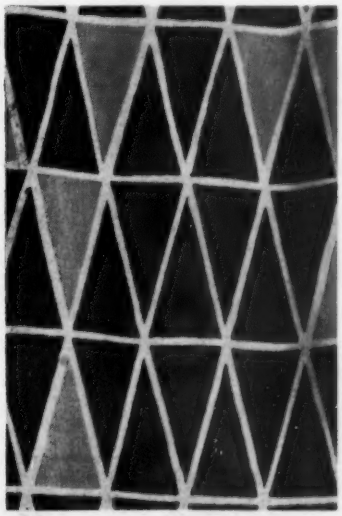
FOR the first time since it was founded the firm of Finmar, Ltd., is importing furnishing fabrics. The company, known for modern Scandinavian furniture and pottery, is now extending its activities to include fabrics from Denmark, Norway, Sweden and Finland. At present only Danish cloths are being imported, but later, products of the other three countries will be arriving. Both Danish and Swedish fabrics are used in the decoration of Finmar's new-as-to-morrow showrooms in Kingly Street, and a Swedish black and white printed linen is pictured here. This frames the white venetian blinds used for windows in one of the furniture showrooms. A new Scandinavian table, chair and rocker are seen alongside.

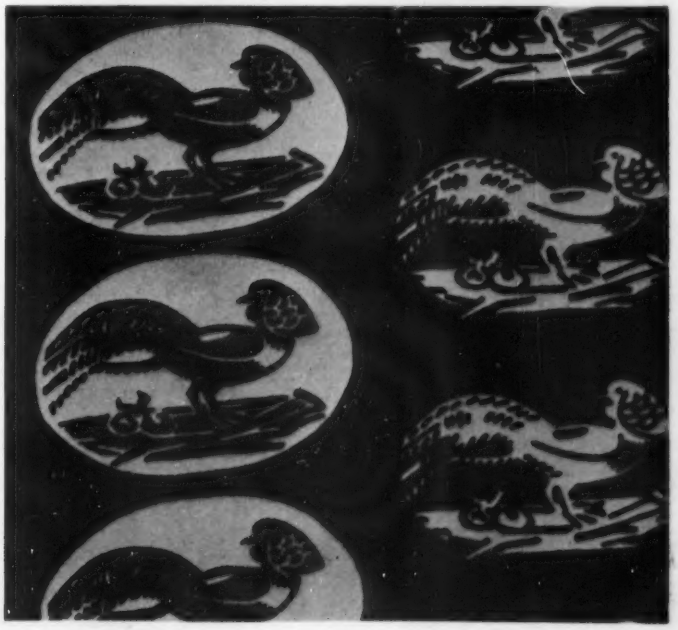
Two modern Danish prints imported by Finmar are illustrated on this page. These are selected from a range of new designs, all made in 52 inch widths, available in either rayon or cotton. These Danish prints are fast to sun and laundering.

"Golden Faisan" is the work of Axel Salto, a well known Danish artist who also designs pottery. This design is made in a number of attractive colourings especially suitable for New Elizabethan furnishing schemes.

Above: forceful design in black and white on heavy linen. This Swedish fabric is shown in the new showrooms of Finmar Ltd.

Below left: fresh and clean-looking is this design, "Harlekin," by Borge Glahn. Below right: "Golden Faisan" also from the firm of Finmar, Ltd.





Good Bedcover Buys Now On The Market

Bright colourings in a gay design which teams well with modern furniture are a feature of this new Vantona Consort bedcover. These vat-dyed cotton spreads are fast to light and laundering.

WHETHER the bedroom furnishing scheme requires an inexpensive bedspread, an elegant down-filled quilt, or a covering for a cot, there is plenty of choice to-day both in price and design. Three more lines are pictured here, for the soft furnishings buyer, in addition to those featured in our last week's special bedding article.

An addition to the range of Vantona Consort bedcovers is the bold striped design shown here, and an extra cover used for curtains completes the decorative scheme. Made entirely from vat-dyed cotton, the Consort covers are fast to sun and laundering, and resist creases.

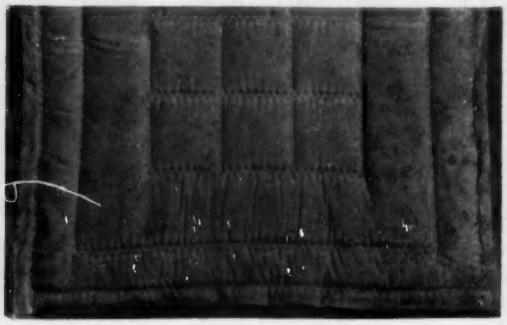
Elegance in Quilts

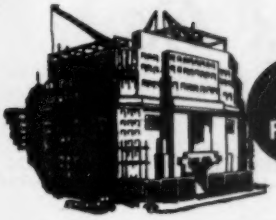
Among a number of graceful designs in down-filled quilts from Banton & Co. Ltd., is the one illustrated here. This is in satin, with vermicelli quilting and chain stitch embroidery. It has a ruched insert. The quilt is made in a wide range of colours, rich or pastel, and is in single or double size, with a plain matching bedspread. Another design, not illustrated, also has vermicelli quilting and chain stitch embroidery, but with a diamond quilted centre. This quilt is in crêpe marocain.

Kozena washable cot quilts carry the Lux Washability test certificate, and are guaranteed against shrinking, felting, and also moth. They are made in a wide range of pastel shades, and in a variety of fabrics. The example shown here is a printed crêpe. It is made in four sizes: 19 by 29, 33 by 24, 42 by 30, 38 by 33, and 54 by 33 inches.

Below: selected from a large range of down quilts produced by Banton & Co. Ltd., is this graceful design with ruched insert and chain stitch embroidery. This quilt is in satin, with a plain matching bedspread.

The cot quilt below, is a "Kozena" quilt by Kozequilt Co. (London) Ltd. Warm but light, the quilt is washable, and is guaranteed against moth, shrinking and felting.





ADVANCE NEWS OF FURNISHING CONTRACTS

Homes, Schools, Hostels and Inns

REDCAR (Yorks). Rebuilding of fire-damaged Central Cinema is proposed by Thompson's Enterprises, Ltd., Palladium Building, Middlesbrough.

SCUNTHORPE (Lincs). The T.C. is recommended to seek Ministry approval for preparation of plans for new municipal offices.

LONDON. K. Lindy, J. Hill & Partners, 24 St. Mary Axe, London, E.C.3, are the architects for offices proposed at St. Mary Axe, London, E.C.3, by Baltic Mercantile and Shipping Exchange, Ltd. The cost is estimated at £220,000.

DAGENHAM. Charrington & Co., Ltd., brewers, propose erection of "Princess Elizabeth" public-house to plans by S. G. Clark, 86 Fenchurch Street, London, E.C.3.

LANCASTER. Manchester Regional Hospital Board plans to begin works in April on erection of a ward at Lancaster Moor Hospital, and erection of a mental defectives unit at Royal Albert Hospital, subject to Ministry approval.

N. IRELAND—Antrim. Provisional approval of the Northern Ireland Hospitals Authority has been received for an admission unit, infectious diseases unit and further staff accommodation at Holywell Hospital, and for further patients' accommodation at Carrickfergus Hospital.

N. IRELAND—Tyrone. Erection of further staff accommodation at Tyrone and Fermanagh Hospital has been provisionally approved by Northern Ireland Hospitals Authority.

OLDHAM. The B.C. has plans to erect health centres at Park Lane, Bardsley, and Brown Edge Road, Holts.

PENZANCE (Cornwall). Alterations at Sedgemoor Priory, St. Austell, to form an aged persons' hospital, and erection of a clinic, at £40,000 and £10,640 respectively, have been approved by the C.C. Health Committee.

SCARBOROUGH. The Municipal Charity Trustees have been unable to find a suitable alternative site for the re-building of St. Thomas's Hospital, and they have therefore re-affirmed their decision to re-build in Hoxton Road. Planning permission is to be granted.

GLASGOW. Dean of Guild Court has approved plans for rebuilding of the Lyric Theatre, proposed by Young Men's Christian Association, at a cost of about £90,000.

FIVE NEW INNS

BRISTOL. Housing Committee reports that agreement has now been reached on the allocation of sites for the erection of licensed premises on housing estates, and it is proposed to offer sites as under to the following brewery firms: Bristol Brewery (Georges and Co., Ltd.), site at the Lawrence Weston estate, and a site on the Henbury estate; Bristol United Breweries, Ltd., a site on the Lawrence Weston estate, and a site at Southmead estate. Ushers Wiltshire Brewery Co., a site at the Lockleaze estate.

HULL. Housing Committee has authorised negotiation of building lease of site at Bilton Grange estate to Hull Picture Playhouses, Ltd.

WORCESTERSHIRE. Erection of a divisional police headquarters, to cost about £70,000, will be carried out by the C.C. at Blakebrook, near Kidderminster.

CARDIFF. City Council is recommended to seek Ministry approval for proposed extension of the City Hall between the Law Courts and the University Register, Cathays Park. The cost is estimated at £285,000.

CHELSEA. B.C. reports that the Chelsea Division of the British Red Cross Society are to have Divisional H.Q., with offices, stores and training centre, built at 65-71 Old Church Street.

CO. DURHAM. E.C. has entered into a contract, amounting to £22,788, for adaptations to Heighington Redworth Hall for use as a special residential school.

COLCHESTER (Essex). Erection of a rest home at Balkerne Gardens, to cost about £24,000, will be carried out by Colchester Housing Trust (Care of the Aged) Ltd.

CUMBERLAND. C.C. to convert Scathy children's home into long-stay mixed home at £6,700. The Council also proposes £50,000 scheme for area administrative offices at Flatt Walks, Whitehaven. Plans by the County Architect, Portland Square, Carlisle.

FOULBRIDGE (Lancs). A licence has been issued for erection of the proposed Colne Convent High School at Noyna Mede, to cost about £45,000.

GLASGOW. The Scottish Education Department has now approved plans for the alterations at Galloway Residential School, to provide accommodation for further 54 children. The cost is estimated at £27,245, including furniture and equipment.

KENDAL. Plans approved by the T.C. for the Kendal grammar school at Lound Road, proposed by the Governors.

LEICESTERSHIRE. C.C. County Homes Committee reports that M.H. has approved purchase of Northfield House, Melton Mowbray, for use as a County Home.

MAIDSTONE. Plans submitted: First- and second-storey additions to hostel block of County Police headquarters, Sutton Road.

NEWCASTLE-ON-TYNE. Plans by the City Architect, 18 Cloth Market, Newcastle, for converting "Hermiston," Jesmond Park West, into old people's home for City Welfare Committee have been approved.

WISBECH. Isle of Ely C.C. Children's Committee has accepted tender £6,137 for the erection of staff wing at the Orchards Nursery, Wisbech.

WEST BROMWICH. Rebuilding Old Crown public-house at Harvills Hawthorn, for W. Butler & Co., Ltd., Springfield Brewery, Wolverhampton (architect, C. E. M. Fillmore, Waterloo House, Waterloo Street, Birmingham).

WOOLWICH. Associated British Cinemas, Ltd., 30 Golden Square, London, W.1, have received a licence from the Ministry of Works for completion of a luxury cinema on Grand Theatre site.

SCARBOROUGH. Plans submitted: New public-house at Manham Hill, for Nesfields Brewery; plans by Wilkinson, Smith & Brittlebank, Martin Bank Chambers, Westborough, Scarborough.

at last, the People's Car

And so they thought in 1902 and why shouldn't they. It cost a small fortune by modern standards. It was erratic in performance. But it was Progress. It gave a great public something they had never had before.

Each year the motor trade produces the outcome of pioneer thought and progressive engineering. Each year it destroys it all with yet even more improvements, more new ideas, more effort.

And this is how it should be. No manufacturer, no matter what his goods, can hope to stay in the race unless his new creation is subject to self-criticism the moment it is created. That's where success lies. We have a great desire to be successful. And we don't think there are any short cuts. Only the readiness to change our product, our methods of manufacture, our standard of service, long, long before our worst critic has even thought of uttering a word.

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Firms Reveal Efficiency Methods At Olympia

A NEW line is apparent at the Production Exhibition in the National Hall, Olympia, which was opened by Mr. Peter Thorneycroft, President of the Board of Trade last Wednesday, (July 7), and runs until next Wednesday (14).

The theme is "Production for Plenty." Instead of selling being the principal factor, exhibitors are revealing the methods they have developed in their organisations to raise production to a higher level of efficiency.

Many of the biggest companies in the country are co-operating to give industrialists the opportunity to study the various time and labour saving processes which are already increasing productivity. Fords have transferred part of the actual car production line from Dagenham to Olympia. Other companies demonstrating are I.C.I., Hoovers, Joseph Lucas and Thomas Hedley.

Eight Ministries and Government departments, together with the T.U.C., are also taking part in this attempt to revive the spirit of co-operation which was so valuable during the war.

Associated with the exhibition is a six-day conference which began on Wednesday with the 1954 Sir Alfred Herbert Paper, presented by the Earl of Halsbury.

A particularly interesting session is next Tuesday morning, when Mr. H. G. Wood, M.A., B.Sc., M.I.W.M., Chief Work Study Officer of the British Productivity Council, will talk on "Introduction of Work Study into Smaller Firms."

The exhibition is sponsored by the Institute of Production Engineers, under the management of Andry Montgomery Ltd., and is to be held biennially. A review will be published at a later date.

New Cheap Finish For Springs

A NEW one-tank chemical black process for finishing springs, "Spring-Blak," has been produced by Tool Treatments (Chemicals) Ltd., of West Bromwich.

It is claimed to be a fast, cheap salt, deep in penetration and simple to use.

Importance Of Latex Foam In Furniture

B.R.D.B. Report

"THE importance of latex foam for furniture is strikingly illustrated by the fact that, at the 1953 Furniture Trade's Exhibition, 83 per cent of the manufacturers of upholstery exhibited furniture upholstered with latex form," say the British Rubber Development Board in their annual report for 1953.

Assessing their contribution to the development of latex foam, the board report that they distributed 52,000 publications on the subject, showed at important exhibitions all over the world and dealt with some 10,000 enquiries at exhibitions alone.

Forty-four technical lectures were delivered to audiences such as the Master Upholsterers' Conference, Furniture Manufacturers' Associations, teachers, students and furniture salesmen. The lectures were supported by film strips and practical demonstrations and, later in the year, by two specially designed travelling displays.

Other uses of rubber in furniture, such as rubberised webbing and rubber cord also received extensive publicity.

MANUFACTURING TECHNIQUES AND IDEAS

Two Machines In One

ANOTHER new development recently demonstrated by Stenners of Tiverton, Ltd., is their combined band push bench, type "VJC." They describe it as "two machines in one."

Basically, their two designs, "VJA" and "VJB," have been combined to produce it. As a band push bench with rolling tables it is claimed to deal efficiently with the breaking down of round logs of medium size. A fixed table can be swung quickly into position, converting it into a hand-feed resaw.

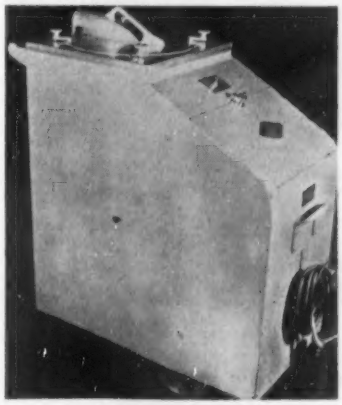
The adaptability is an advantage where space is a consideration.

The 42 in. saw pulleys, 4½ in. wide for a 5 in. saw, are of disc type, supported on both sides by heavy roller bearings, and the saw can be tracked from the operator's position. The saw and pulleys are automatically cleaned while running. The quick-acting canting fence is fitted with a dial gauge which is easily seen from the front of the table.

New Vac Cleans Up To 25 ft. High

A NEW portable industrial vacuum cleaner, the "Filtavac" R.M.22, will clean walls and overhead beams up to 25 ft. high without the operator using a ladder, the makers claim. With a special cleaning head, dirt and debris can be removed from the tops of beams while operating from ground level.

A number of new features on the "Filtavac" are claimed to be exclusive. The impellers are aerodynamically designed, giving more suction per rated horsepower and thus more economic operation. Careful balance of design is said to give a longer working life.



The "Filtavac" R.M.22 portable industrial vacuum cleaner.

Doubled suction power, to deal with more obstinate cleaning problems which would otherwise need a more powerful machine, is achieved by means of a "side-car" coupling system using two machines. Uncoupling for independent working is done in a matter of seconds.

The body encloses a tool cabinet which can be fitted with a lock. The undercarriage is designed for easy manoeuvrability. A fitted multi-plug allows the machine to be used on any type of power socket without changing plugs. Each machine is hand built.

The ¾ h.p., universal dust-proofed motor, filter unit and multi-stage turbo-exhauster are all enclosed, and over-all dimensions are: length 34 in., width 15½ in., height 37½ in.

Incidentally, a director of Filtavac, Ltd., Mr. A. Nehorai, was formerly managing partner of H. Nehorai & Sons, carpet importers and wholesalers, and was well known in the trade.

F.D.C. Production Planning Course: Improving Methods

Lectures Were Backed By Practical Work

PRODUCTION Planning was the subject of last month's course held by the Furniture Development Council at Wills Hall, Bristol University. It was one of the most valuable and successful courses the F.D.C. have ever run.

The stress was on method study, an important aspect of work study, and packed quite a lot of theory and practical experience into a very strenuous week. The sixty-odd members lived with furniture production during all their waking hours.

It was emphasised that the purpose of the course was to give an appreciation of method study—the analytical approach to increased efficiency—and not to train work study engineers. That every one of the members went away not only convinced but enthusiastic was a credit to the organisers.

Members of the course were drawn from all levels in the industry, and included three from Holland.

Lectures covered a wide field. Besides the practical working of method study speakers dealt with cultural and other aspects of furniture production. Though the less practical lectures were not so popular with the members the idea was a sound one as they helped to stimulate a larger view of the industry's place in the community.

Many of the lectures were illustrated by slides and films.

For practical work the members were divided into five groups, each electing its chairman. Two of the groups were given a plan and flow process chart of an upholstery factory, and the other three a cabinet factory. Each group was required to produce an analysis of its suggestions for increased efficiency in the factory, and explain it to the assembled members.

The two factories described to the groups were actual factories at present in production (anonymous, of course), and gave plenty of scope for analysis and improvement.

One of the most valuable features of the course was that the teamwork required for group work, with discussion of actual methods and problems, inevitably led to a useful amount of exchange of information between the group members. While some were continuing the routine work, say, of re-drawing the diagrams, in every room twos and threes would be found discussing their own production problems and offering advice from their own experience.

On the last day of the course so many wanted to give their opinions on the group solutions that it was difficult to get anyone a hearing, so keen had they all become.

This course will certainly have stimulated a demand for work study training in the furniture industry, which is at present below the average productivity in Britain.

"Methods On The Factory Floor"

FIRST "down to earth" lecture in the F.D.C. Course on Production Planning was given by Mr. A. W. H. Walker, of the Work Study School at Cranfield College of Aeronautics, on "Methods on the Factory Floor."

"When considering improving methods on the factory floor," he said, "there is a danger of jumping to too early conclusions." It was fatally easy to follow a "hunch."

First we must get the facts right on the present conditions in the factory. We must find out not what we think, are told, or hope is happening, but what actually *is* happening.

Preconceived notions were "out." We must get down to the bedrock, and find what we actually have to cope with. The best way was to look at the problem from the broadest possible standpoint and then "refine, refine, refine."

It was necessary to follow a drill—a mental discipline. It often gave trouble to start with, but familiarity with the analytical method made it progressively easier.

The foundation was an ordered usage in the mind of stages developing an argument, rather than leaping to a conclusion.

To ensure an orderly approach work study experts had developed a basic procedure, and they brought certain tools to their aid.

This was no new panacea. Everyone, consciously or unconsciously, had

Coats off and heads down to group work—round the table (from left) are: Messrs. A. Hodkinson (Harris and Hunt Ltd.), A. W. Wade (mill supervisor, Greaves and Thomas Ltd.), D. C. Crabtree (Barbreck (Upholsterers) Ltd.), B. Rangecroft (works foreman, Dawson's Seating Ltd.), N. Englender (S. Englender Ltd.), R. G. Gregory (production manager, Lea Bridge Industries Ltd.), H. A. Hughes (works manager, Rowland Hartrick Ltd.).

In The Factory By Applying The Analytical Approach

done some method study. It was a systematic approach.

The procedure was: first, definition; second, a series of objectives. The definition was the detailed analysis of existing or proposed methods as a basis for improvement.

Objectives would include improved factory or work-place layout; improved design of plant and equipment; improved use of material, plant and equipment, and manpower; more efficient handling of material; improved flow of production and better working environment.

The most convenient way of defining the problem was by a chart: making some sort of a picture. Then the basic procedure was an ordered sequence: "select, record, examine critically, develop, install, maintain." This Mr. Walker expanded as follows:—

SELECT the work to be studied. It was well worth defining first where to start and where to finish.

RECORD the present method—what was happening now? Either the existing method, or, if production had not yet started, the proposed method, must be clearly defined. There should be a precise record *on paper*.

EXAMINE CRITICALLY the chart of the present method. This was the nub of the whole matter. If these three stages had not been performed exactly we had not a sound basis for conclusions.

DEVELOP the best method under the prevailing circumstances. This and the previous stage were closely linked.

INSTALL that method. This must be done in a way which was acceptable to all concerned—management, who had to foster it, and workers, who had to operate it. Industrial relations obviously came into it here.

MAINTAIN that method. Having decided on it, stick to it until it was intended to modify it by known and deliberate stages. Any tendency to drift away from it must be avoided.

Recording the existing method required a definite system of charting. To aid this, the functions through which production went were broken down into five factors: operation, inspection, transportation, delay and storage. Each had a symbol. Operation (which produces or accomplishes) was represented by a circle, inspection (verifies) by a square, transportation (moves) by an arrow, delay (delays or interferes) by a "D," and storage (holds or keeps) by a triangle, apex down.

While one pegs up the string diagram, the rest stand back to let the camera see. Left to right: Messrs. R. H. Richardson (managerial trainee, Beaver and Tapley Ltd.), L. W. L. Alston (managing director, Alston's (Long Melford) Ltd.), L. Layton (apprentice, L. Lazarus and Sons Ltd.), L. F. Cox (Alfred Cox), and A. J. van der Kemp (production manager, U.M.S. Utrecht, Holland.).

The first process was to make a chart using only the first two symbols, operation and inspection, to give a bird's-eye view of the process. This gave an idea of which operations needed attention.

On this, the operation process chart, each activity was detailed, with the time it occupied. Thus one knew precisely what was done and in what order.

Then the operations should be charted using all five symbols—the flow process chart. Once operation and inspection had been done the other three added nothing to the job. They were only necessary evils. Materials had to be moved, but one had to consider how much of the movement could be eliminated by amending the present method.

An institution which devoted its whole attention to handling, Mr. Walker reminded members, had adopted the slogan: "Handling adds to the cost but never to the value."

Distinction must be made between delay which was part of an operation, such as drying or cooling, and other delays which were non-productive time waste.

Storage consumed capital, time and space, and increased the lag between order and dispatch.

When studying these non-productive factors, it was important to note *distances* moved, and *time* delayed and stored.

The flow process chart should be worked out separately for man and material, as both were affected separately.

Having made the charts of the existing method, the next stage in the sequence was examination. The tendency was to jump for the biggest factor—"Just look at the number of so-and-so!"—but this snare must be avoided. One should go systematically through the chart. This ensured that nothing of importance was missed, and helped to maintain a sense of balance.

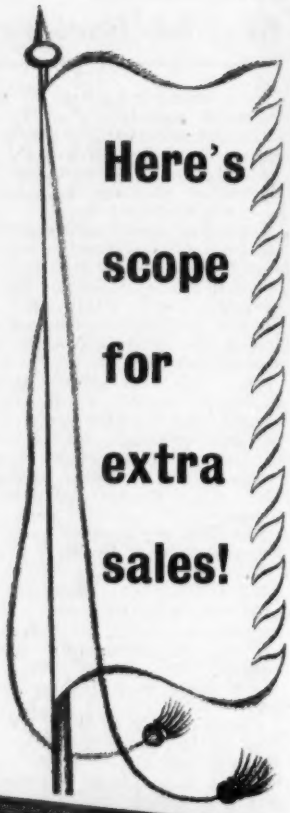
The analysis column on the normal chart was just big enough for a tick—"I have thought about it and am satisfied"—or a query—"I am not satisfied"—in answer to each question under that heading. These were "What?" "Where?" "When?" "Who?" and "How?"

Expanded, the questions would be: "What is done? Where is it done? When is it done? Who does it? How does he do it?" The whole was covered by the question "Why?" In

(*continued on page* 47)

Further reports from the Furniture Development Council's course on Production Planning will appear next week in these pages. Lectures included another by Mr. A. W. H. Walker on "Methods at the Works Place," "Applying New Methods in a Furniture Factory," by Major L. W. Julius (managing director, S. Hille & Co., Ltd.), and a number of others.

WA5/9. *Shaped bookcase, polished medium or light oak colour, on feet. 30" wide, 36" high.*



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WA11/4. *Three-tier Tea Trolley, medium or light oak. Size 24" x 17". Height 27".*

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HARDWOOD MARKET

By Quercus

Plywood Imports Nearly Trebled

REPORTS that there has been a marked increase in the volume of plywood imports are borne out by the latest Board of Trade figures. These show that plywood imports during May alone at 1,151,459 cu. ft. approached the total for the first five months of 1953—1,541,430 cu. ft. For the first five months of this year, plywood imports reached a level of 4,347,162 cu. ft. Of this amount, no less than 2,148,739 cu. ft. were imported from Finland. In the corresponding period last year plywood imports from Finland amounted to only 770,637 cu. ft. Marked expansion is also shown in the figures relating to plywood imports from the other producing areas.

* * *

A significant fact emerges, however, from a study of the latest stock position. Notwithstanding the fact that plywood imports into the U.K. in the first five months of this year show such a welcome and substantial expansion, it is apparent that these imports are moving into almost immediate consumption and there is little provision for laying up stock reserves. This does not mean that there has been a sudden and dramatic increase in the use of plywood. It simply means that the big plywood-using industries, notably the furniture trade, which were starved of the plywood they required in the right grading and species during the years of restriction, replenished their stocks at the beginning of the year and are now content to buy on a more or less hand-to-mouth basis. The forward market is now a little quieter and is likely to remain so until the further contracts made under the expanded import programme arrive.

* * *

There is little fresh to report on the hardwood front. At the time of writing there has been no further development relating to dollar hardwoods, which remain the biggest single factor influencing the trend of the hardwood market as a whole. During the past week or so, the first of the new season cargoes of Japanese hardwoods have been on passage. These comprise a fairly wide range of timbers, but oak is conspicuous by its absence.

Aids For The Method Study Officer

Mr. R. H. Glossop (F.D.C.), who organised the course, explains a string diagram to the assembled members.

(*continued from page* 45)

other words, one must analyse the reason for each answer to the series of questions. "Why?" implied the other question: "Why not some other way?"

There was a definite sequence in which these questions would be applied. From them one had to work out which processes were acceptable and which were not.

Looking first at the operations, it was necessary to distinguish between the necessary "do" operations and the "make-ready" and "put-away" operations associated with them.

When a "do" operation was eliminated, one must remember that its associated "make-ready" and "put-away" operations went with it; thus there was no need to give attention to improving them.

Having worked out the improvements, a new process chart should be produced and compared with the old one. The aim, to a large extent, was to minimise transport, delay and storage.

The two charts might be useful for demonstrating the value of method study to the operative, as they gave a picture to supplement the verbal explanation.

Two other useful devices available were flow diagrams and string diagrams. Flow diagrams were two-dimensional ground-floor plans of the work-place or department. Symbols, as for the charts, were marked in the places where they occurred.

The string diagram was much the same, but could if required be three-dimensional in the shape of a model. The strings were paths of movement of each individual item. Besides giving the means of measuring the distances moved, they showed up congestion at a glance.

Maintaining was the last item. Things changed, and the method must be kept up to date. If new things cropped up the method must be adjusted systematically, to avoid its "just growing." Method study was never finished.

Mr. Walker's final words were a reminder that these things could not be learnt from a book. Prospective method study engineers must study under guidance.

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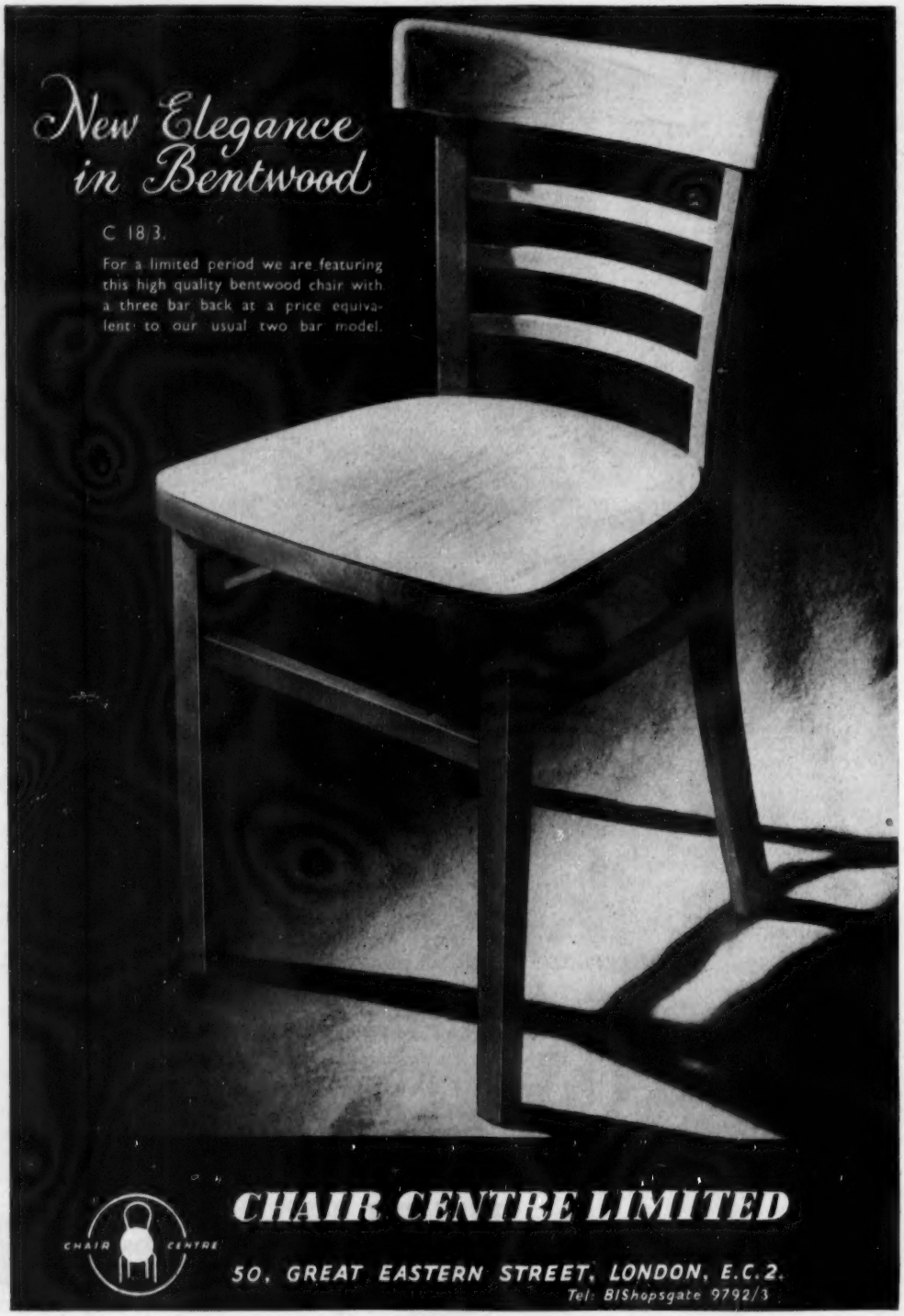
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Trading Results

Dryad Dividend Up

Final dividend of **Dryad Ltd.**, for the year to March 31, at 12½ per cent makes a total of 20 per cent on the doubled capital (30 per cent on old capital). After all charges except taxation, profit is £103,579 (£118,814). Tax provision is £55,000 (£63,000).

Wm. Whiteley Omit Dividend

For the 14 months' to March 31, no Ordinary dividend is recommended by **William Whiteley Ltd.**, (7½ per cent in previous year). Trading profit is £126,175 (£127,834), and after deductions including £98,858 reorganisation expenses (nil) there is a net loss of £65,649 (profit £52,436).

Jewson's Profit Down

Group trading profit of **Jewson and Sons Ltd.**, for the year to March 31 is £156,124 (£173,682). After tax of £51,348 (£64,857), net profit is £37,764 (£49,096). Dividend is 15 per cent.

Same For Airscrew Co.

Final Ordinary dividend of **Airscrew Co. and Jicwood Ltd.**, for the year to March 31 is 17½ per cent (20 per cent), making a total of 25 per cent (same). Net profit after tax of £53,164 (£56,117) is £35,858 (£34,107). A one-for-one scrip issue is proposed for Ordinary shareholders, the capital to be increased by creation of 4,000,000 Ordinary 2s. shares and 50,000 6 per cent Cumulative £1 Preference shares. Issued Ordinary capital is £160,000.

Footman Pretty Increase

Untaxed group profits of **Footman Pretty and Co. Ltd.**, for the year to January 31 are £229,153 (£204,322). Parent company's net profit is £153,191 (£143,099) before tax of £44,675 (£66,500). Ordinary dividend of 30 per cent compares with 9 per cent for the previous seven years.

Parkers (Ancoats) First Dividend

Made public last May, **Parkers (Ancoats), Ltd.**, have announced their first dividend: 33⅓ per cent for the year to October 31. Net profit is £64,812 (£67,573), before tax of £39,350 (£45,399).

The Gazette

THE BANKRUPTCY ACTS 1914 and 1926

Bankruptcy Proceedings

Dennis Marshall **Allen**, carrying on business under the style of "**Alwards**," Spital Mills, Spital Lane, Chesterfield, Derbyshire, upholsterer. Receiving Order and Order of Adjudication June 24.

Notice of Intended Dividend

Lewis **Venitt**, and George John **Clancy**, lately carrying on business as **Arts Furniture Company**, 44 St. Marks Rise, Dalston, London, N.8, cabinet makers. No. 424 of 1952. Separate estate of George John Clancy, claims July 12 to William Foy Cresswell, Bankruptcy Buildings, Carey Street, London, W.C.2, Senior Official Receiver.

VOLUNTARY LIQUIDATION

H. Fawcett, Ltd., Duckworthfield Mill, George Street West, Blackburn, furniture manufacturers.

Pursuant to Section 293 of the Companies Act, 1948, a meeting of creditors was held recently, when statement of affairs showed liabilities £7,493 (£4,067 due to trade accounts and outstanding expenses). There were net assets of £772, a deficiency as regards creditors of £6,721, subject to costs of liquidation.

Company was incorporated in May, 1948, and for the year to April 30, 1949, there was net profit £54 on sales of £12,481, but in following year on sales of £15,788 there was net loss £112. Figures for year to April 30, 1951, showed sales £14,691 and net loss £90, and for the year to April 30, 1952, net loss of £94 on sales of £15,286. No audited accounts had been prepared since 1952, but draft figures covering the period from May 1, 1952, to June 25, 1954, showed sales £27,000, gross loss £200 and net loss £5,000.

From October, 1951, to February, 1953, company also operated a retail business, but a substantial loss was incurred and this branch was closed down.

Creditors passed a resolution confirming voluntary liquidation of company with Mr. J. E. Sagar (Porter, Matthews and Marsden, C.A., 43 Preston New Road, Blackburn) as liquidator. A committee of inspection was appointed consisting of Mr. W. F. Seed (Siddall & Hilton, Ltd.); Mr. A. T. Eaves, C.A., of Manchester, and Mr. R. M. Brocklebank, both representing creditors.

The following are creditors for more than £100:—

Atkinsons, Ltd., £120; Ayrton & Co., Ltd., L., £121; Cross & Sons, Ltd., P. A., £288; Fanghanel & Co., Ltd., P., £232; Grosbro Fabrics, Ltd., £170; Hanson & Sons (Chairmakers), Ltd., Wm., £130; Hilsden Manufacturing Co., Ltd., £113; Luther Rhodes, Ltd., £212; Luxan, Ltd., £215; Macnair & Co., Ltd., Andrew D., £130; Siddall & Hilton, Ltd., £644; Woodcock & Sons, Ltd., L. F., £153.

PRIVATE ARRANGEMENT

Clifton George **Reynolds**, trading as **Clifton Reynolds & Co.**, 255 Desborough Road, High Wycombe, Bucks, furnishing fabric merchant.

Creditors met recently when it was reported that liabilities were £9,225 1s. 8d. (£8,372 3s. 2d. due to trade and expense creditors). There were net assets of £3,578 3s. 11d., a deficiency of £5,646 17s. 9d.

(continued over page)

HYPNOS Mattresses and Pillows
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Hypnos Productions: Spring Interior Mattresses, Divans, Bedsteads and Spring Mattresses

PRIVATE ARRANGEMENT

(from previous page)

Mr. S. G. Banister, accountant, said business was started on April 11, 1950, as a partnership between Mr. Reynolds and another, but partnership was dissolved at end of first year and Mr. Reynolds continued as sole proprietor.

Trading accounts for year to April 10, 1951, showed turnover £35,578, gross profit £5,323, net profit £4,014. In following year turnover was £33,243, gross profit £2,664, and net loss £123. To the latter figure had to be added £839 15s. 8d. expenses in respect of a business trip to Australia by Mr. Reynolds, making a total net loss for the year of £962 12s. 11d. Accounts for year to April 10, 1953, showed turnover £18,971, gross profit £904, net loss £1,508. For the period April 11, 1953, to June 5, 1954, turnover was £25,064, gross profit £2,641, net loss £725.

Mr. Reynolds had stated that loss for second year was after writing down the value of stock by £2,040 due to drop in prices. Loss in following year was also due to fall in stock values, and to stagnation of trade.

Creditors resolved that debtor should execute a Deed of Assignment in favour of Mr. S. G. Banister (C. L. Walker & Co., C.A., 92 New Bond Street, London, W.1), as trustee of the estate, with a committee of inspection.

The following are creditors:—

Busschaert, A., £600; Bouchaert-Cooverits, £120; Calmatex, £865; Deroost & Sons, Paul, £326; M.C.M. Naples, £1,153; Van Houtte & Co., Paul, £81 Cutcliffe, W. J.-Alois van de Veken, £455; Coonaert Fréres, £383; Crowe & Co. (London), Ltd., £50; Defraeye, —, £604; Fenaux, —, £899; Gabriel & Co., A., £1,348; Gregory's, £20; Illingworth & Co., E., £21; Kerchove, —, £23; Lebus, Ltd., Harris, £79; Maisonneuve & Co., Ltd.-N. V. Waesland, £508; Selfe & Soans-A. P. Molteni & Figili, £453; Schenkers, Ltd., £84; Heller & Partners, Ltd., £696.

CHANGES OF NAME

Sunbury Upholstery Co., Ltd., 101 Hatton Garden, E.C.1. — Name changed to Alsan's Ltd., on May 25.

Bricol Products, Ltd., furniture manufacturers, etc. Bank Chambers, 180 Bethnal Green Road, E.2.—Name changed to R. E. Cheek Distributors Ltd., on May 14.

Houghton & Osborne, Ltd., 6 High Street, Thame, Oxon. — Name changed to Ariel Cabinets Ltd., on May 17.

INCREASES OF CAPITAL

Charles Harding (Plymouth), Ltd., house furnishers, etc., 83 Mutley Plain, Plymouth.—Increased by £15,000, in £1 Ordinary shares, beyond the registered capital of £20,000.

L. C. Lamerton, Ltd., house furnishers, etc., 24 High Street, W.5.—Increased by £44,000, in £1 Ordinary shares, beyond the registered capital of £6,000.

"Jaem" Furnishings, Ltd., 62 Clare Street, Liverpool, 3.—Increased by £1,000, in £1 Ordinary shares, beyond the registered capital of £1,000.

Tinsley & Tinsley, Ltd., house furnishers, etc., 36 Dale Street, Liverpool, 2.—Increased by £5,000, in £1 Ordinary shares, beyond the registered capital of £5,000.

Cyril Cross, Ltd., upholsterers' warehousemen, etc., 207 Deansgate, Manchester, 3.—Increased by £7,000, in £1 Ordinary shares, beyond the registered capital of £3,000.

NEW COMPANIES

The undermentioned particulars of new companies are taken from the Daily Register compiled by Jordan & Sons, Ltd., Company Registration Agents, 116 Chancery Lane, W.C.2.

F. K. Greensmith (Long Eaton) Ltd.—Registered May 12, 1954. 8 Brown's Road, Long Eaton, near Nottingham. To carry on business of upholsterers, etc. Nominal capital: £1,000 in £1 shares. Permanent director: F. K. Greensmith, 32 Collin Avenue, Sandiacre, Notts.

Butler & Boothman, Ltd.—Registered April 26, 1954. 367a Kings Road, Chelsea, S.W.3. To carry on business of house furnishers, etc. Nominal capital: £2,000 in £1 shares. Directors: R. Butler, 31 Earls Court Square, S.W.5; T. A. Boothman, 25 Gloucester Square, W.2; E. A. Martin, 5 Cope Place, S.W.5.

Downloe Chairs, Ltd.—Registered April 24, 1954. 132 Cheapside, E.C. To carry on business of upholsterers and manufacturers of and dealers in furniture, etc. Nominal capital: £2,000 in 4,000 founders' shares of 1s. and 1,800 Ordinary shares of £1 each. Directors: To be appointed by subscribers.

Analoom Warehouse Co. (Birkenhead) Ltd.—Registered April 22, 1954. To carry on business of manufacturers of and dealers in carpets, linoleum, moquettes, mohair, etc. Nominal capital: £1,000 in £1 shares. Directors: E. G. Goff and C. E. Campbell, addresses not stated.

Timco Carpets, Ltd.—Registered April 21, 1954. Triumph House, 189 Regent Street, W.1. Nominal capital: £100 in £1 shares. Directors: W. J. Steinthal, Pembroke Lodge, Chalfont St. Peter, Bucks; C. W. A. Artis, 12 Bushey Road, Shirley, Croydon, Surrey; W. Leyens, 264a Leigham Court Road, S.W.

S. Wright (Salford) Ltd.—Registered April 21, 1954. 16 Oldfield Road, Salford, 5. To carry on business of manufacturers of and dealers in bedspreads, quilts, bedding, etc. Nominal capital: £1,500 in £1 shares. Permanent directors: S. Wright, 1 Moorfield Street, Withington, Manchester, 20 (managing director); Ivy Wright, 439 Wilbraham Road, Chorlton-cum-Hardy, Manchester, 21.

COUNTY COURT JUDGMENTS

The following information has been taken from the Registry of County Court Judgments, the Treasury, S.W.1. Publication does not imply inability to pay. Debts may have been paid, or may refer to disputed cases.

Jordan, Peter, 284 Belgrave Gate, Leicester, house furnisher. £15. May 14.

F. Hartridge & Co., Ltd., registered office: White House, Marlowes, Hemel Hempstead, house furnishers. £14 8s. May 14.

Nova Bedding Co. (a firm), 372 Uxbridge Road, W.12. £12 9s. 8d. May 26.

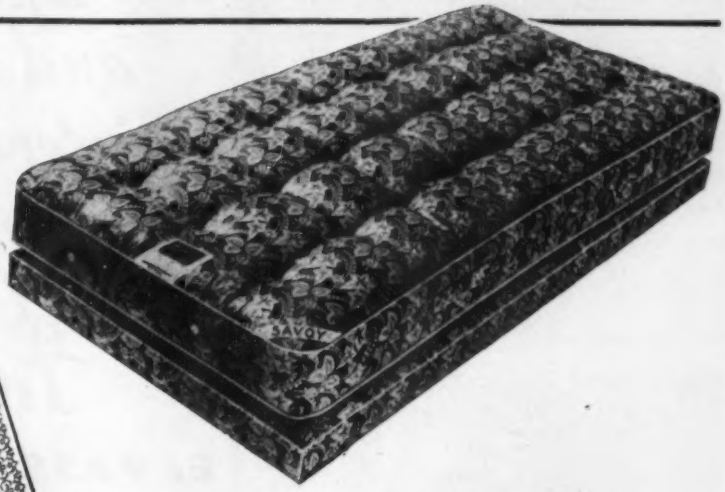
Dacre, George T., Seabank House, Albert Road, Formby, upholsterer. £21 10s. June 1.

Freedman, P. (male), 11 Station Approach, Forest Gate, E.7, furniture maker. £68 3s. 8d. May 17.

Bradbury (male), 185 City Road, Cardiff, furniture dealer. £34 1s. May 25.

Harris, Joseph, 57 Swedenborg Square, London, E.1, secondhand carpet dealer. £34 5s. 2d. May 10.

CONFIDENCE



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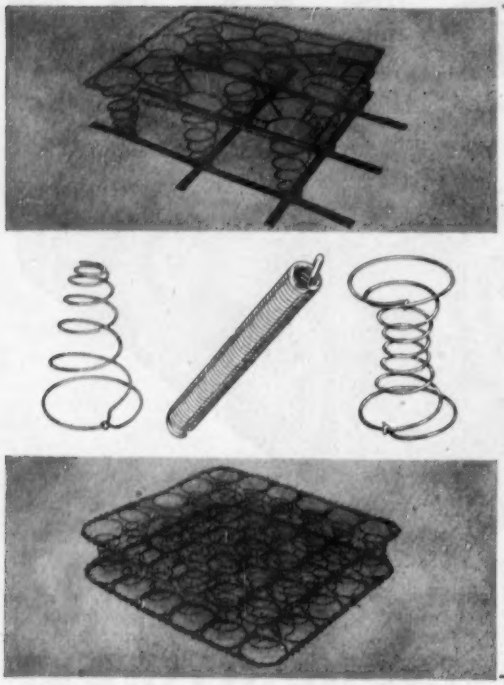

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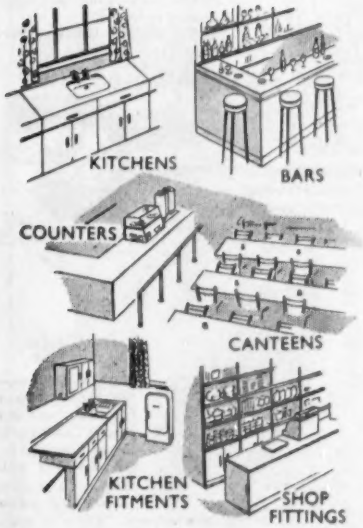

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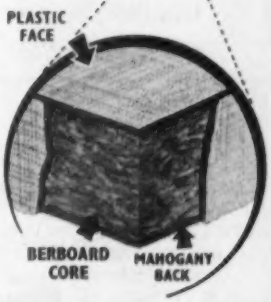

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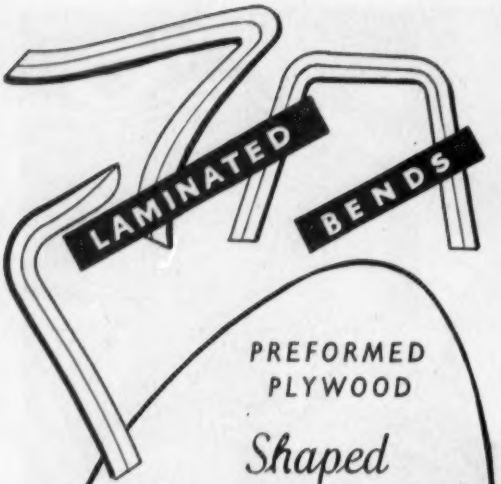

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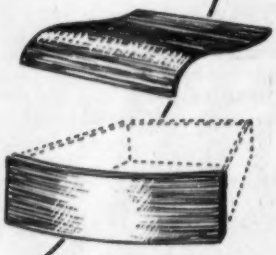

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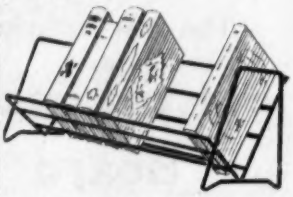

128—BOOK RACK

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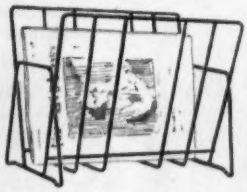

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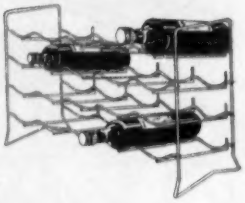

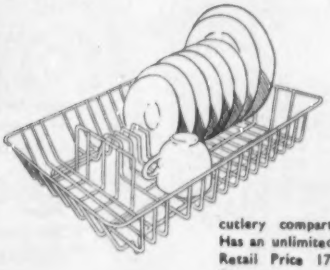

153—DISH DRAINER

Plastic Coated, does not peel, resistant to hot water, soap and grease. Cushion protection for dishes, glassware and sink surfaces. Large plate holders and ample cutlery compartment. Size: 18"x13". Has an unlimited market.
Retail Price 17/6 including Purchase Tax.

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OXFORD BUILDINGS · OXFORD ROW · LEEDS, 1

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SPRING UNITS

for

BEDDING & SEATING

BLUED STEEL SPRINGS INDICATING FINE AND ACCURATE TEMPER AFTER MANUFACTURE–FOR SUPER RESILIENCY AND LONGER LIFE

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Our modern and extensive plant is specially equipped for quantity production of first-class wood turnings of all descriptions.

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INCORPORATING (ESTD. 1921)
BUGGINS' CANE STORES,
(Estd. over 50 years)

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Furnishing Fabrics, Stuffing Materials and Fibre Padding. Chair cane and Rushes. Horticultural Cane.

62-74 DESBOROUGH ROAD HIGH WYCOMBE

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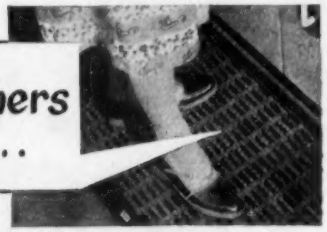

OUTSIDE MAT — *Easily cleaned, dirt falls through.*

INSIDE MAT — *Protects the home against dirt, soil and mud.*

KITCHEN MAT — *Non-slip, increased safety reduces fatigue.*

The widespread national advertising of Typrod mats will stimulate still further the growing demand for these 10-year guaranteed mats. Every home is a potential user of at least 3 Typrod mats—for outside, inside and the kitchen.

TYPROD MATS

Guaranteed for 10 years

TYRE PRODUCTS LTD.
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BEDSTEADS—
BUREAUX

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SHEFFIELD 1

CLASSIFIED ADVERTISEMENTS

" Situations Vacant " and " Wanted " and " Representatives Wanted "—2/- a line.
(15% Discount for three or more consecutive insertions.)
All other Headings—2/6 a line, approximately six words. Box Number Advertisements—address counting as one line plus forwarding charge of 1/-. Display panels 30/- per inch, 25/- per ¾ inch. Address: 180 Fleet Street E.C.4. 'Phone: CHAncery 8844.

ALL ADVERTISEMENTS RECEIVED BY FIRST POST ON TUESDAY WILL APPEAR IN THE SAME WEEK'S ISSUE

SITUATIONS VACANT

THE ENGAGEMENT OF PERSONS ANSWERING THESE ADVERTISEMENTS MUST BE MADE THROUGH A LOCAL OFFICE OF THE MINISTRY OF LABOUR OR A SCHEDULED EMPLOYMENT AGENCY IF THE APPLICANT IS A MAN AGED 18-64 INCLUSIVE OR A WOMAN AGED 15-59 INCLUSIVE UNLESS HE OR SHE, OR THE EMPLOYMENT, IS EXCEPTED FROM THE PROVISIONS OF THE NOTIFICATION OF VACANCIES ORDER, 1952.

A VACANCY occurs for Sales Manager aged 30-40 with leading kitchen furniture manufacturers situated London, must possess executive and organising ability, must be an enthusiastic and proven salesman, able to inspire and lead sales team; essential sales experience in competitive retail market, manufacturing experience preferred but not essential if other conditions fulfilled; the post is permanent, carries good salary with incentive bonuses, excellent prospects. Applications with full details of present post, experience and salaries earned will be treated in strict confidence.—Box No. 9351 Furnishing World 180 Fleet St. E.C.4.

CARPET SALESMAN. First Sales required for Croydon branch. Top sal. & comm. for expd. man.—Apply in writing or phone for appt., Carpetways, 181 North End, Croydon 1297.

CARPETS. Experienced Woman Sewer, also Carpet Planner required.—Apply, Staff Officer, Heal & Son, 22 Torrington Place, W.C.1.

G. W. THOMPSON, LTD., 211 SALMON LANE, E.14, WILL REQUIRE FOUR SECOND SALES FOR TWO NEW BRANCHES AT UPTON PARK, E.6, AND DEBDEN, LOUGHTON, OPENING IN SEPTEMBER. THIS IS A GOOD OPPORTUNITY FOR YOUNG MEN WITH INITIATIVE AND IDEAS AND GIVES AMPLE SCOPE FOR ADVANCEMENT. WRITE FULL DETAILS TO ADDRESS AS ABOVE, STATING AGE, EXPERIENCE, ETC., MARKING ENVELOPE " FOR THE ATTENTION OF MR. G. W. THOMPSON."

SITUATIONS VACANT

ESTIMATOR required. Must be adaptable, with experience in moulded plywood. High salary and good prospects.—Write to Box No. 9344 Furnishing World 180 Fleet St. E.C.4.

EXPERIENCED SALESMAN required for new branch shop in Surrey.—Write giving details of age, experience and salary required.—Box No. 9332 Furnishing World 180 Fleet Street E.C.4.

EXPERIENCED SALESMAN required for Furniture and Carpet departments, also a General Furnishing Man for new branch, experienced in Cabinets, Bedding, Carpets and Linos.—Apply Personnel Director, Boardmans, The Broadway, Stratford, E.15.

EXPERT LINOLEUM FITTER required, knowledge of carpet fitting an advantage; top rate wages.—Full particulars of past experience to J. G. Barnes & Son, Ltd., Accrington.

GENERAL MANAGER

WOLFE & HOLLANDER, LTD., invite applications for the post of General Manager at their very large new store opening shortly at Broad Street, Reading. Applicants must have administrative and managerial experience, their qualifications must include a thorough knowledge of furniture retailing, also knowledge of Carpets, Soft Furnishings, Workroom Procedure, Hire Purchase, etc., etc. First class men only should apply in strict confidence to Wolfe & Hollander, Ltd., 227/228 Tottenham Court Road, W.1.

OWING TO RECENT LOSS A VACANCY HAS OCCURRED WITH LEADING LONDON MANUFACTURERS OF DINING ROOM FURNITURE FOR THE EXCLUSIVE SERVICES IN THIS FIELD OF A FREE - LANCE DESIGNER TO WORK IN CLOSE CO-OPERATION WITH THE MANAGING DIRECTOR AND DESIGN STAFF.—BOX No. 9358 FURNISHING WORLD 180 FLEET ST. E.C.4.

SITUATIONS VACANT

FURNITURE and BEDDING. Experienced salesman required.—T. B. & W. Cockayne, Ltd., Sheffield.

FULLY EXPERIENCED, live Furniture Salesman. Busy H.P. and cash trade. Average earnings £15-£20 per week. Prospects promotion.—BAYswater 7694.

FURNITURE: Cabinet Salesman required— must be experienced and used to good-class trade. Holiday arrangements respected for this year.—HARRISON GIBSON, Ltd., High Street, Bromley, Kent.

FURNITURE Retailer requires Manager for Wimbledon Branch. Must be experienced in all branches of the Trade. Excellent prospects of advancement for keen and enterprising applicant.—Write, stating full details of experience, to Wm. Perring & Co., Ltd. (Ref: S.W.P.), 380-384 Harrow Road, London, W.9.

GREAVES & THOMAS Ltd.

London — require a

WORKS MANAGER

for their

BOLTON FACTORY

where the full range of

" PUT-U-UP "

and

BLUE RIBBON

upholstered furniture is manufactured.

Applicants must have experience of large-scale production methods and be capable of co-ordinating all departments from Mill to Despatch. Furniture Trade background an advantage, but not essential if other qualifications outweigh.

Write in first instance giving details, age, education, experience, salary required, to

GREAVES & THOMAS LTD.
103 Northwold Road, London, E.5.

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CLASSIFIED ADVERTISEMENTS CONTINUED FROM PAGE 57

SITUATIONS VACANT

ONE of Britain's largest and best House Furnishers requires EXPERIENCED SALES STAFF immediately for all areas. Applicants must be (a) up-to-date with selling techniques, (b) well presented both in manner and dress, (c) the type whose aim is to become an Executive of the Company. Suitable Applicants will be offered good wages and commission and will be eligible for inclusion in the staff superannuation scheme.—Reply direct to: J. C. Shepherd, Esq., Phillips Furnishing Stores, Ltd., 22 South Audley Street, London, W.1.

REQUIRED for new Furnishing Store opening in North London, Manager with first-class experience for Cash and Hire Purchase trading, First-class Salesman accustomed to fast selling, good appearance essential.—Full details and salary required to Box No. 9355 Furnishing World 180 Fleet St. E.C.4.

TRAINEE SALESMAN required. One who has completed National Service preferred. Appointee will be trained in office and works routine and in modern upholstering processes with a view to appointment to sales staff.—Apply in confidence, stating age, education, experience (if any) and salary required, to Managing Director, R. Hall & Son (Upholsterers) Ltd., Avenue Works, Manbey Road, Stratford, E.15.

WAREHOUSE MANAGER required in Glasgow to control storage and distribution of Bedding and Furniture to the retail trade throughout Scotland. Large manufacturers offer this sound opportunity to an alert, energetic man with experience of stock, transport and staff control.—Write in confidence, giving full particulars of past experiencee, age and present remuneration.—Box No. 9343 Furnishing World 180 Fleet St. E.C.4.

WORKS MANAGER required, London mass production furniture and precision woodwork. Important position for fully experienced man who has been earning £1,500 p.a. and upwards. Production bonus and good opportunity for progress.—Write Box No. 9349 Furnishing World 180 Fleet St. E.C.4.

REPRESENTATIVES WANTED

AGENT or Representative required with car to cover Midlands area for bedroom and occasional furniture.—Write, stating age, previous experience, salary or commission required, Box No. 9359 Furnishing World 180 Fleet St. E.C.4.

FIRST-CLASS Representative required by established china cabinet manufacturers to carry their up-to-date and competitive productions in the Cheshire, Lancashire, Yorkshire and Scotland areas. Commission Basis.—Full particulars to Box No. 9350 Furnishing World 180 Fleet St. E.C.4.

REPRESENTATIVES WANTED

FIRST-CLASS Representative required by manufacturers of good, medium Bedroom Furniture for the following areas:

(1) Yorkshire.

(2) North-East.

Only men with sound connections considered. Must own car and reside in the area.—Fullest possible details in confidence to Box No. 9352 Furnishing World 180 Fleet St. E.C.4.

FURNITURE TRADE SALES PROMOTION. Representatives required for the Midlands, and South London and South-East Counties. Splendid opportunity for men of ability, good education with experience in furniture or allied trades. Should possess own car.. First-class qualifications only considered. Progressive position, good salary, expenses and commission.—Replies to Secretary, Wales Ltd., Oozells Street, Birmingham, 1.

LEADING LONDON manufacturers of occasional furniture require the services of a well-connected representative for South Wales, for their full range of china cabinets, secretaires, tables, etc. The appointment would be on a liberal commission basis.—Gentlemen resident in the area are invited to apply to Managing Director, W. Schwartz, Ltd., 104-108 Teesdale Street, Hackney Road, London, E.2.

OLD-ESTABLISHED manufacturers require representatives for competitive lines on commission basis; wood bedsteads, spring mattresses, dining and occasional furniture; London area North of Thames, Bucks, Herts, Essex, Middx.—Box No. 9331 Furnishing World 180 Fleet St. E.C.4.

REPRESENTATIVES required by London manufacturer of occasional furniture for the following areas: Lancashire, Northumberland, Eastern Counties, N.E. England, Wales. Reply, stating fullest details in confidence.—E. Becker, 48 Rowdern Road, South Chingford, London, E.4.

DURHAM & NORTH-EAST YORKSHIRE — REPRESENTATIVE REQUIRED. MUST BE CAR OWNER AND HAVE ESTABLISHED KITCHEN FURNITURE CONNECTIONS, CARRYING NOT MORE THAN ONE OTHER HOUSE. FULLEST DETAILS IN WRITING: MANAGING DIRECTOR, BEATALL FURNITURE LTD., PENHALL RD., CHARLTON, S.E.7.

REPRESENTATIVES WANTED

REPRESENTATIVE required for London and Home Counties by old-established Hardwood Importers.—Write Box No. 9341, Furnishing World 180 Fleet St. E.C.4.

SALES REPRESENTATIVE required for manufacturers of exclusive upholstery fabrics. Must have experience in selling to contractors for shipping, hotels, breweries, cinemas, etc. Salary, Commission and expenses.—Write, giving full details of experience and remuneration required ,to Box No. 9356 Furnishing World 180 Fleet St. E.C.4.

SHRAGER BROS. LTD. invite applications from experienced representatives to fill vacancy on the South Coast.—Apply in writing to the Sales Manager, Shrager Bros., Ltd., Bridport Road, Edmonton, N.18.

AGENCIES WANTED

MANUFACTURERS' AGENT, South-Eastern area, very well known, requires representation manufacturers or wholesalers furnishing fabrics. Can give good results.—Box No. 9353 Furnishing World 180 Fleet St. E.C.4.

AGENTS WANTED

UPHOLSTERY FABRICS and SUNDRIES. Old established house require agents for South Wales and Bristol area; also Edinburgh and East Scotland. Commission basis and all possible assistance given to suitable applicants.—State age, experience and ground covered, in first instance: Box No. 9312 Furnishing World 180 Fleet St. E.C.4.

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CARPET WHOLESALERS
in the following territories:
NORTHUMBERLAND & DURHAM
LANCASHIRE YORKSHIRE
SCOTLAND
EASTERN COUNTIES
WEST OF ENGLAND

An outstanding and competitive range in all the latest designs is now available for appointed agents. Live connection with principal stores and specialist shops in the respective areas is preferred but not essential. Existing accounts handed over and every support given.

Own car an asset.

Apply, with full particulars, to
TRAIL TRADING CO. LTD.
69 Rivington Street,
London, E.C.2.

CLASSIFIED ADVERTISEMENTS CONTINUED ON PAGE 59

CLASSIFIED ADVERTISEMENTS CONTINUED FROM PAGE 58

BUSINESS OPPORTUNITY

CARPETS. Importer of Continental (Persian Reproduction) relinquishing business, offers entire stock in various sizes to value of £12,000 (excluding Purchase Tax). Basis, landed cost, plus 2½ per cent, goodwill gratis.—Brown, 69 Hartland Way, Shirley, Croydon.

BUSINESS FOR SALE

BUSINESS FOR SALE, as a going concern. Furniture (cane and loom woven), basket ware and travel goods. Established 1880. John May (Sheffield) Limited, 33 Arundel Street, SHEFFIELD.

LONDON, N.W.6. Furniture, Main Road. Good position. Modern shop front. Rent £200 P.A. New Lease. Turnover £10,500. Audited accounts. Goodwill and Fixtures £1,500. Stock at value, approx. £1,500. Genuine business.—Box No. 9357 Furnishing World 180 Fleet St. E.C.4.

PREMISES WANTED

LARGE OR SMALL chain of shops required suitable for the sale of furniture and radios, etc.; also interested in single units, situated in main thoroughfares in busy industrial districts or towns throughout the country; would consider long leases or purchase of property.—Details to Box No. 9108 Furnishing World 180 Fleet St. E.C.4.

PREMISES REQUIRED in good position or would consider taking over existing business with satisfactory turnover and prospects. All communications treated in strictest confidence.—Box No. 9297 Furnishing World 180 Fleet Street E.C.4.

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SHAPED AND FLAT VENEERING done to the trade.—Call or telephone Veneer Pressing, Ltd., 45 Virginia Road, E.2. Sho. 6800.

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WHY LOSE BUSINESS? Offer your clients credit facilities. For finance, extra security, expert advice, apply to S. S. Parmill, Ltd., 37, 38, 39, 40 Cheapside, E.C.2. CITy 3353 (six lines).

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AMERICAN Ross 8-ton Fork Lift Truck available for immediate sale. New truck delivered. £1,700 or nearest offer.—Full particulars from Leaderflush, Ltd., Trowell, Nottingham.

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LEATHERCLOTHS, about 1,200 yards, in various colours for quick disposal (perfect goods); also about 1,000 yards Tapestries, good colours, heavy quality, going cheap. Jacey, 126 Crouch Hill, London, N.8. MOU 6111.

PLASTIC SHEETING, plain or embossed. Piping, strapping, Suedeen, Lining, Binding, Accessories, etc. Leathercloth, Textile Piece Goods, Large Remnants, Stock Lots and Special Bargains. Callers and inquiries invited.—D. Meyer, 58 Gt. Marlborough Street, W.1. Tel.: Gerrard 3391.

RECONDITIONED ex-Army huts and manufactured buildings; timber, asbestos, Nissen type, hall type etc.; all sizes and prices.—Write, call or telephone: Universal Supplies (Belvedere), Ltd., Dept. 46 Crabtree Manorway, Belvedere, Kent. Tel: ERIth 2948.

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BRAND New Unbleached Heavy Twill. Sizes 12 ft. x 6 ft. and 12 ft. x 9 ft. Also Tarpaulins Brand New 1st Quality Jute, size 18 ft. x 12 ft. All for immediate delivery.—S. Alter, 19 Oakley Avenue, Ealing, W.5. 'Phone ACO. 1788.

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COUNTY BOROUGH OF BURNLEY
Police Headquarters and Courts

TENDERS will shortly be invited for the furnishing of this building, including Furniture, Fittings, Panelling, Curtains, etc., etc. Firms wishing to be considered for selection should apply to Messrs. Bradshaw, Gass and Hope, FF.R.I.B.A., Chartered Architects, 19 Silverwell Street, Bolton, quoting two references.

C. V. THORNLEY,
Town Clerk.

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REPP CLOTH required, in large quantities, for spot cash. Must not be less than 42 in. wide, and available immediately. Write, WALDENS SLEEP SHOPS LTD., 87 Albion Street, Leeds, 1.

WANTED. Job stocks or furniture; any area; spot cash; we collect.—Ro-La Furnishing Co., Ltd., 155 Bethnal Green, London, E.2. (Bishopsgate 8623).

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A "DANCKAERT" 24 in. motorised triple-drum sander, two electric motors, 400 volts, three-phase and motors, in good running order. Reasonable price.—Phone Maryland 2551.

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SAUNDERS single-drum powered carding machine for sale, perfect bargain, £18.—Renovations, 31 Charles St., Reading. Phone 60753.

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